

January 2004

Calendar of Events

2004

- Feb. 19** Export Operations Seminar
- Mar. 9** Exporting 101 Workshop
- Mar. 18** Export Finance & Credit Risk Seminar
- April 22** "Hot Topic" Seminar
- May 20** World Trade Week Program
- June 15** Exporting 101 Workshop
- June 22** MVITA 11th Annual Golf Outing

To our readers:

We wish everyone a New Year filled with peace and prosperity. In a world that's ailing and a weaken economy we hope that your companies utilize all the resources available to them to be successful. MVITA stands ready to help. If there are programs or services that will help you and your companies, please let us know. Having trouble finding expertise on any subject, tap into MVITA's extensive network of international experts. We love solving problems. Let us help you – add us to your solutions-team! We look forward to hearing from you and working with you in 2004.

Kathy Marshalek

MVITA's January Program featuring BILL PARDUE of LEXISNEXIS WAS CANCELLED

MVITA was informed that due to the resignation of Bill Pardue of LexisNexis, Mr. Pardue is not be available to speak at the dinner hosted by MVITA on Thursday, January 15th. Mr. Pardue has resigned to join Gartner, a technology research and conference business. Kurt Sanford, CEO of LexisNexis Asia Pacific group has been selected to succeed Pardue. Because this was a popular program, MVITA will attempt to get Mr. Stanford to present at an upcoming MVITA event. But no date has been selected. Watch for more details.

MVITA Membership Renewals are due NOW!

If you have not renewed your membership for 2004, now is the time to do it! We want you to stay aboard and share in what lies ahead. See Page 3 for details.

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TARGET - Help for Small and Medium Sized Businesses Expand Their Presence in Global Markets

You are invited to find out about a new group in Dayton. TARGET is a program to enhance international business strategies by creating and sustaining a partnership between members of the business community, faculty of Wright State University and internationally experienced mentors.

Members will:

- ∞ benefit from a close-knot cohort of companies with similar international challenges
- ∞ be able to pick the brains of experts and team members in practical and open discussions
- ∞ delve into issues & topics that will produce the most results for your company
- ∞ learn & share experiences with businesses that have been there, done that!

TARGET members receive other benefits such as interns, customized training, a support network, access to international experts and much more. The group meets once a month for 10 months.

For more information, plan on attending the information meeting on Friday, January 16th at the Kettering Center. To reserve your spot (and lunch) call Monica Snow at 937-775-2151.

NEED MORE INFORMATION

Contact us



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GLAD YOU ASKED

Shipper's Export Declaration (SED)

Q. I heard that the grace period for using the current Shipper's Export Declaration (SED) expires this month. Is that true?

A. Yes, according to officials of the U.S. Census Bureau the grace period from switching from the old version of the SED to the new version, ends on January 17, 2004. After that date, all exporters who are not required to file the SED information electronically through the Automated Export System (AES) must begin using the new SED introduced on October 18, 2003. Census official said they will reject all previous versions of the SED at that point and will advise exporters of their failure to submit an SED.

Q. There is a new Shipper's Export Declaration (SED) form. What are the differences from the previous version?

A. There is two major changes. The first is that the new SED includes a field for the freight forwarder's EIN or social security number. (Field 5b)
The second change is this form provides a revised confidentiality statement that gives the Commerce Secretary the right to release what was previously confidential information. This information can be provided when protecting the information is "contrary to the national interest". (Field 30)

Q. Is it true that eventually the paper SED will be eliminated totally?

A. Yes, the paper SED is scheduled to be eliminated for all U.S. exporters in 2004, maybe as early as April. This date is not determined yet as the transition may take longer than anticipated. All exporters should plan for the transition to AES, since it will definitely occur at some point in 2004.



Worthy Worldly Websites European Union

http://www.questia.com/index.jsp?CRID=european_union The largest online library for the European Union of over 47,000 books and 375,000 journal, magazine and newspaper article. Find out anything about EU at this site.

http://europa.eu.int/abc/governments/index_un.htm This site provides current information and articles on the EU including background on the newest 10 members.

http://topics.practical.org/browse/european_union_countries
You will find publications and resources on practical topics (standards, marking, etc.) for the EU.

MVITA highlights websites in each issue. If you have a website related to international trade that you would like to share with our readers, please forward it to us at MVITA@one.net.



TEN NEW COUNTRIES TO JOIN EUROPEAN UNION

After a year of continued negotiations, historic signings and plenty of smiling handshake photo ops, ten Eastern European and Mediterranean countries will officially join the European Union in May 2004.

The planned 40 billion euro expansion is four years in the making and will expand Europe's borders as far as Russia in the north, Ukraine in the East and onto the Middle East's doorstep in the south.

Estonia, Latvia, Lithuania, Slovenia, Slovakia, Poland, the Czech Republic, Cyprus, Hungary and Malta have satisfied enough European Union criteria to be admitted to what was Western Europe's most exclusive club. The focus now turns not only to practical matters such as adding more seats to the European Parliament in Strasbourg but also to working out ideological differences on Europe's draft constitution.

For many of the 10 new countries, EU membership are landmark steps in short, turbulent histories that followed the collapse of the Soviet empire. Small countries like Lithuania and Latvia, heavily dependent on trade with Russia, have had to more quickly open their markets and trade to the West. Eastern European heavyweights that moved quicker, like Poland and the Czech Republic, have been stumbling of late after seeing their economies boom in the 1990s.

Many countries see EU membership as a guarantee for its economic stability, for its independence, and a world market.

There are many sources available to find out what opportunities exist for US exporters and importers. Contact Debbie Dirr, US Dept. of Commerce at 937-226-8222 and Kari Garnes, Ohio Int'l Trade Division at 614-466-5017. See the list of website that provide sites where additional information can be obtained.



EU Job Security

Between 700 and 800 interpreters are already employed by the EU, now translating in and out of the 11 official languages. After the accession of the 10 new countries – the Union will need to translate back and forth between 21 languages. Each new state will need a contingent of 120 trained interpreters to fulfill its needs.



PROGRAMS FOR INTERNATIONALIST

January 22 **Women in Int'l Trade Tri-State Luncheon**
Westin Hotel, Cincinnati

Dr. Candace Kendle, Chairman and CEO of Kendle Int'l will be the featured speaker at this WITTS event. She will share the story of Kendle's growth and international expansion. \$20 fee. For more information or to register, call Tina Natorup at 513-632-4134.

January 29 **NAFTA Compliance**
7:30 am-Noon **Ashland University, Columbus**

This NAFTA workshop provides a refresher on the structure and use of the Harmonized System, application of Annex 401, the Specific Rules of Origin, and completion of the NAFTA Certificate of Origin. \$75 fee. For more info or to register, call Mercedes Moore at 614-886-2461.



It's time to renew your MVITA Membership

We hope that you are planning to renew your MVITA membership. You may notice that the prices have remained the same as last year. We don't want the weak economy to be a determining factor in your decision to renew. We want to help make that decision easier.

- Corporate Level (over \$10 M sales) - \$185**
 - Up to four employees will be listed in the Association Directory.
 - Four employees will receive the Trader and other important information.
- Small & Medium Enterprises Level (less than \$10 M sales) - \$95**
 - Two employees will be listed in the Association Directory.
 - Four employees will receive the Trader and other important information.
- Individual Membership Level - \$50**
 - Appropriate for sole proprietors, retired persons and persons not employed with an organization qualifying under another membership category.
 - One listing (no company name) will be listed in the Assoc. Directory.
 - You will receive the Trader and other important information
- Full-time Students Level - \$25**
 - You must be a FT student with an email address to be eligible.
 - Your name (no company or school name) will be listed in the Directory.
 - You will receive the Trader and other important information via email.

You should have received your annual renewal notice in the mail. If not or to renew your membership, you can contact MVITA and let us know at which level you plan to renew and we will follow-up with the appropriate application and invoice. Call 937-226-8482 if you have any questions or want to renew your membership.



Miami Valley International Trade Association (MVITA) is a non-profit membership organization helping companies become globally competitive in foreign markets. Membership provides educational seminars, working luncheons, networking opportunities with other internationalist, access to trade leads, market information, resource referrals and much more. If you not already member, consider becoming one TODAY. Contact us for the details.

Culture Corner

MIAMI VALLEY FOLK DANCERS



If you attended the holiday luncheon, you had the chance to see dances from around the world. The dancers, dressed in beautiful native costumes performed a number of ethnic dances. **Here is your chance to dance!**

The Miami Valley Folk Dancers (MVFD) are a diverse group of people from all walks of life who are united in their love of dancing specifically international folk dancing. They meet every Thursday night throughout the year at the Michael Solomon Pavilion on the grounds of the Dayton Community Golf Course. Every Thursday night get-together follows the same format: Beginners' Instruction, request dancing, Advanced Instruction, and ends with more request dancing. Many dancers participate in a full evening's agenda always eager to improve their dancing skills and/or learn another folk dance. And if that is not enough to satisfy the dancer's feet, the club sponsors a monthly Sunday afternoon folk dance as well as one or two yearly dance workshops featuring a specific ethnic theme.

The group was formed in 1952 and is one of the oldest recreational dance groups in the Miami Valley area. During the past year, the folk dancers were proud to celebrate their 50th Anniversary with a fall and spring workshop/ dinner/dance as well as a summer folk dance riverboat cruise. Dancers are comfortable with and enjoy doing the dances native to such areas as the British Isles, central and southern Europe, Russia, the Middle East including Israel and most recently Taiwan and Puerto Rico. Along with the dancing often comes an increased curiosity of and desire to learn about the culture and customs of the represented nations -an added enrichment to the study of the dances.

The Miami Valley Folk Dancers is open to all interested dancers and welcomes all levels of experience or inexperience. For more information visit their website at www.daytonfolkdance.com/mvfd or call 937-885-5170.

A special thanks to . . .

All the companies and individuals that have renewed their membership for 2004. We appreciate your continued support. We look forward to working with you this year.