



Export Alabama: Partnership for Global Success

Tuesday · March 8, 2005 · 6:00 – 8:00 p.m.

at the University of North Alabama (UNA) Performance Center · Florence

These are extraordinary times for American businesses. They face dramatic and historic changes – changes that create uncertainty as well as vast opportunity. How do these changes affect the Alabama business community? How does Alabama meet these challenges, overcome the uncertainty, and seize the opportunities?

The success of Alabama’s small and medium-sized businesses is essential to the economic prosperity of the state, and the key to growth of small and medium-sized businesses lies in exports. Smaller companies engaged in international business are more stable, achieve higher growth rates, and pay higher wages. *Export Alabama* focuses on Alabama’s “home grown” companies, with an emphasis on minority- and women-owned businesses. Alabama strives to gain a competitive international business edge through the promotion of export growth. *Export Alabama* works with Partners in Alabama, the nation, and the world to develop initiatives to gain new market access for Alabama products.

Members of the *Export Alabama Alliance* will present an overview of this initiative and provide guidance to companies interested in entering or expanding overseas markets. Panelists include:

- Lamar Jackson, Director of Global Business Alliances, Sirsi Corporation, Huntsville, and Past President of the North Alabama International Trade Association (NAITA)
- Renee Carter, Program Manager, TradeRoots, U.S. Chamber of Commerce, Washington, DC
- Hilda Lockhart, Manager-International Trade Division, Alabama Development Office, Montgomery
- Nelda Segars, International Trade Specialist, U.S. Commercial Service, Birmingham Export Assistance Center, Birmingham
- Robert Stackpole, Intl. Trade Specialist, Alabama International Trade Center, Tuscaloosa
- Chuck Rumbley, President, Hi-Temp, Inc., Tuscumbia
- Mr. Bobby Irons, Mayor, City of Florence – Program Moderator



Export Alabama RESERVATION FORM

March 8, 2005 • at the University of North Alabama · Florence

NAME _____ TITLE _____

COMPANY _____ PHONE _____ FAX _____

ADDRESS _____ email _____

CITY _____ STATE _____ ZIP _____

Please Fax Reservation to UNA Dept. of Mgt. & Mktg. at 256.765.4959 or email sborah@una.edu.
Contact NAITA at 256.532.3505 or naita@naita.org for further information.