

## Export Alabama: Partnership for Global Success

Wednesday · April 13, 2005 · 11:30 a.m. – 1:30 p.m. · Cullman  
at the Cullman Chamber of Commerce · 301 2<sup>nd</sup> Avenue (corner of Hwy. 278 & Hwy. 31)

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:

- Don Palmer, Director of Alabama Business Development, Panalpina, Inc., Huntsville, and President of the North Alabama International Trade Association (NAITA)
- 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
- Anne Burkett, Director of Planning & Economic Development, Madison County Commission, and NAITA Executive Director



### Export Alabama RESERVATION FORM

Complimentary parking is available in the municipal parking deck behind the Chamber building (off Hwy. 278)

FREE – NAITA Member     \$10/ Non-Member

NAME \_\_\_\_\_ TITLE \_\_\_\_\_

COMPANY \_\_\_\_\_ PHONE \_\_\_\_\_ FAX \_\_\_\_\_

ADDRESS \_\_\_\_\_ email \_\_\_\_\_

CITY \_\_\_\_\_ STATE \_\_\_\_\_ ZIP \_\_\_\_\_

Please return this form with a check (no credit cards), payable to NAITA, P.O. Box 2457, Huntsville, AL 35804, or Fax: 256.532.3704, or email info: [rsvp@naita.org](mailto:rsvp@naita.org). Questions? Contact NAITA at 256.532.3505 or [naita@naita.org](mailto:naita@naita.org).

The Alabama International Trade Center is an Institutional Member of the Alabama Small Business Development Consortium. SBDCs are supported by the U.S. Small Business Administration and extended to the public on a non-discriminatory basis. SBA cannot endorse any products, opinions or services of the SBDC's affiliated entities. Reasonable accommodations for persons with disabilities will be made if requested at least two weeks in advance. Contact Ann Mullenix at 205-348-7621 or [mullenix@aitc.ua.edu](mailto:mullenix@aitc.ua.edu).