

Valley International Trade Association Newsletter

November 2008



VITA's mission is to promote the Greater San Fernando Valley as a leader in international trade by providing our members with valuable resources, informational programs, and referral assistance and networking opportunities.

VITA Global Networking Breakfast "Doing Business in Latin America"

Date: Wednesday - November 19, 2008

Time: 7:30 a.m. - 9:00 a.m.

Location: The Economic Alliance
5121 Van Nuys Blvd., 2nd Floor
BFG Board Room
Sherman Oaks, CA 91403

Our confirmed speakers are, Rogelio Douglas, CEO, GBD Consulting and Armando Castro, President, Foreign Trade Associated Consultants. Register and find out more at our website www.vitainternational.org. For additional information, please call Darcy Winters at 818-379-7000 x109.

Member Price: \$20.00

Non-Member Price: \$25.00

Where the Money Is In Our Challenging Global Economy

MBITA Santa Cruz Chapter



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Darcy Winters

VITA Newsletter Editor

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Date: Wednesday - December 3, 2008

Time: 11:30 a.m. - **Registration**, Noon - 1:30 p.m. - **Lunch**

Location: Center Street Grill - 1001 Center St., Santa Cruz, CA - 95060

The Monterey Bay International Trade Association (MBITA) cordially invites you to attend the next Santa Cruz Chapter luncheon meeting, sponsored by Santa Cruz County Bank.

The financial crisis has created a situation that is challenging to both small and large businesses alike. The flow of capital to grow our economies both domestically and globally has created a different playbook as in the past, and now requires us to be more sophisticated and knowledgeable on what federal and private sector funding programs exist for our enterprises and where do our most reliable local sources for loans and investment exist.

In the wake of the financial rescue plan there are still reliable and trustworthy sources of capital available now to grow our businesses both domestically and globally from both the public and private sectors.

Join us for lunch and participate in an energetic panel of finance experts both the public and private sectors from the SBA, Exim-Bank, OPIC, VCs and the Santa Cruz County Bank to address the challenging issues for business development in this difficult time.

Advance Registration:

Member: \$25.00

Non-Member: \$35.00

At Door:

Member: \$30.00

Non-Member: \$40.00

Cash or checks only

For more information on this event please click www.MBITA.org or contact Christina 831-335-4780 or cristina@mbita.org

International Education & Global Workforce Development:

A Dialogue with Business and Higher Education Stakeholders'



Dr. Gene D. Block, Chancellor of UCLA hosted Association of International Educators, 6th Annual Roundtable Discussion October 23rd at Anderson School. The panelists comprised of the academicians and businesspeople stressed the importance of global education and its impact in rebuilding America's global reputation. Among the issues discussed in the conference were the main objectives of Association of International Educators:

- **The Internationalization of higher education in the United States**
Curricula must be internationalized at all levels so that everyone who graduates from college in the U.S. receives an international education and foreign-language expertise. Every student will graduate from college with proficiency in a foreign language and a basic understanding of at least one world area.
- **Establishing study abroad as an integral component of undergraduate education**
In a op-ed of the Christian Science Monitor, 9/11 Commission leaders Thomas Kean and Lee Hamilton noted the critical importance of study abroad. They wrote: "The U.S. cannot conduct itself effectively in a competitive international environment when our most educated citizens lack minimal exposure to, and understanding of the world beyond U.S. border. Ignorance of the world is a national liability".
- **Attracting International Students and Scholars: Restoring America's Status as a Magnet for the World's Future Leaders and Innovators**
have tremendous benefits such as, the opportunity to educate the world's future leaders; the ability to attract the world's best talent to our universities and research institutes; the educational benefits that our students receive from foreign professors and from having other cultures represented on campus and finally billions of dollars of spending in our economy.

Participants of the Conference were convinced that it is through international education that we establish a solid foundation for dialogue and partnership with the rest of the world and create the conditions for lasting global peace, security, and well-being.

Ayse Oge, President Ultimate Trade LLC, she can be reached by E-mail: oge@earthlink.net, Author of Global Business Guide
www.goglobaltowin.com

Bibby Financial Services
Helping Businesses Export

Bibby Financial Services recently provided a \$2 million facility to a metal products company in Ohio. The company has been in business for sixty years, specializing in manufacturing precision machine components to the automotive, plumbing and electrical part supply industries. The company exports to Mexico and Poland, and Bibby International Trade Finance located in Atlanta, GA, is partnering with its sister company, Bibby Factors Polska to provide a financing and collections service.

Bibby International Trade Finance is a division of Bibby Financial Services specializing in export invoice financing and trade finance. This covers handling multi-currency transactions, international debtor credit checks and credit coverage worldwide, multi-lingual teams, and a network of local currency bank accounts across the globe for convenient invoice payments. Most importantly, Bibby Financial Services has a network of sister companies throughout Europe, India, and Australia that are all linked into the new Atlanta office and provide a seamless service small to mid-size businesses. Bibby Financial Services in the United States and Canada are also members of the International Factors Group.

Ian Varley, CEO, Bibby International Trade Finance states, "Our client was recently turned down by their bank, a result of our changing economy as lenders and credit insurers revise their risk tolerance and pare down their exposure. As credit tightens in the banking sector, we see our services being utilized by a broader base of business owners looking for working capital to continue their growth. Our Export division assists growing businesses by breaking into new overseas markets, and with our focus on providing services to small businesses we can truly offer them working capital solutions rarely found in the marketplace." Varley continues, "We have a proven, 200-year old successful record of assisting companies through all types of economic conditions, by providing the necessary cash flow to help our clients grow."

Bibby Line Group is a business-to-business services group involved in ship owning and operation, shallow water accommodation, offshore oil field services, contract logistics, financial services, memorial parks, employment law and health and safety advisory services, and retail.

Bibby Financial Services is a world wide, market leading specialist of business cash flow solutions to small and medium sized enterprises. Their product portfolio includes Receivable Finance, Factoring, Export Finance, Purchase Order Finance, and specialist solutions for the Staffing and Trucking sectors.

For more information on Bibby Financial Services, visit www.bibbyusa.com,
SOURCE: Bibby Financial Services Bibby Financial Services Jennie Wills, VP Marketing jwills@bibbyusa.com 630-493-3106

Resources

U.S. Commercial Service

Founded in 1980, the U.S. Commercial Service is an agency of the U.S. Department of Commerce, which assists U.S. companies, particularly small and medium-sized businesses with sales in international markets. Our network includes 107 U.S. Export Assistance Centers throughout the United States and more than 150 offices overseas in 87 countries. Visit the U.S. government's export portal at <http://www.export.gov>.

Buy USA E-Newsletter

The U.S. Department of Commerce Commercial Service has an excellent E-newsletter Asia Now eNews. Please refer to the following website to subscribe www.buyusa.gov/asianow/enews.html. Each month there is a detailed article on a featured country as well as reports on needs in various Asian countries for US products and services, and information about trade shows and events throughout the region.

GlobalCalifornia.com

On-line resource directory of public and private sector global trade related organizations. GlobalCalifornia.com is currently a simple online directory for California's dynamic trade promotion and investment community based on industry sectors, such as, legal, trade finance, marketing, educational, logistics and other sectors in global trade. Eventually, the website will employ a sophisticated searching mechanism through a natural language query interface to identify qualified online sources of information and solutions in California, combined with the ability for the user to summon on-demand online support in real time or offline through the California Trade Partners network. VITA and MBITA are currently offering exclusive sponsorship opportunities for GlobalCalifornia.com. Please contact Tony Livoti at 831-335-4780 or by e-mail: tlivoti@mbita.org to get on the ground floor of California's premiere gateway to global trade.

TradePort

California's Gateway to Global Trade

TradePort is a cooperating partner of VITA and a repository of free information and resources for businesses that seek to conduct international trade to and from California. Created in 1996, TradePort is backed by an alliance of regional trade associations that assist California export and import businesses. Includes information on California Trade Statistics, TradePort Network, Export & Import Tutorials, Online Trade Services, Market Research, and a Trade Library. Go to www.tradeport.org.

CalTrade Report

The CalTrade Report is the only dedicated source, online or in print, for international business news/information in and about the world's fifth largest economy, California. This edition is brought to you free-of-charge courtesy of Valley International Trade Association. Click [Here](#) for the most recent edition of the CalTrade Report with the latest news.

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