

For Immediate Release
May 3, 2012

Ohio Companies Go Global Through State Trade Missions

Promoting Ohio companies and products in Brazil, Chile, Colombia, and India

COLUMBUS – The Ohio Department of Development’s Office of Business Assistance has completed two successful trade missions to four countries, involving 10 Ohio companies. The missions assisted these small- to medium-sized Ohio companies with exporting their products and services in Brazil, Chile, Colombia, and India.

“This is a great chance to showcase Ohio companies abroad,” said Christiane Schmenk, Director of the Ohio Department of Development. “Trade missions give Ohio businesses the competitive edge they need to expand their export market. The missions provide valuable networking and business opportunities that help Ohio companies grow and ultimately create jobs.”

The Ohio companies that participated in the trade missions were:

- Airstream, Inc., Village of Jackson Center (Shelby County)
- Cleveland Vibrator Company, City of Cleveland (Cuyahoga County)
- Davenport Aviation Inc., City of Columbus (Franklin County)
- Energy Industries of Ohio, City of Independence (Cuyahoga County)
- Exotica Fresheners Company, City of Holland (Lucas County)
- Kegler, Brown, Hill & Ritter, City of Columbus (Franklin County)
- MesoCoat, Inc., City of Euclid (Cuyahoga County)
- Prime Equipment Group, City of Columbus (Franklin County)
- SAS Automation, City of Xenia (Greene County)
- Formtek Group, Inc., City of Cleveland (Cuyahoga County)

Several of the companies utilized the Ohio Department of Development’s International Market Access Grant for Exporters (IMAGE), which provides funding on a reimbursement basis for small businesses that participate in export-related activities such as trade missions and export education services.

Companies involved in the missions received customized one-on-one business appointments with potential distributors, agents, and buyers in each country. The meetings helped Ohio business leaders develop contacts for future export business, initiate sales agreements and leads, while strengthening Ohio’s economy and spurring job creation.

“We are thankful for the opportunity and appreciate the state’s support in this mission to South America. It allows us to bring our products and services to new markets and improve our support of current international customers and distributors,” said Craig Macklin, Vice President of Strategic Development for the Cleveland Vibrator Company.

Members of the General Assembly also participate in these trade missions to promote Ohio’s key export and investment opportunities with government and industry leaders.

For more information on upcoming missions and the IMAGE program, please contact IMAGE@development.ohio.gov or call (614) 466-5017.

IMAGE Program: <http://development.ohio.gov/GlobalMarkets/Image.htm>

Trade Missions: <http://development.ohio.gov/GlobalMarkets/Missions.htm>

*The **Office of Business Assistance**, located within the Ohio Department of Development's Business Services Division, provides resources to create, grow, and develop Ohio's small- and minority-owned business community, as well as provide export assistance to Ohio companies.*

*Working with our partners across business, state and local governments, academia, and the nonprofit sector, the **Ohio Department of Development** works to attract, create, grow, and retain businesses through competitive incentives and targeted investments. Engaged every day in marketing, innovating, investing, and collaborating, the **Ohio Department of Development** works to accelerate and support the teamwork that is necessary for success by providing financial, informational, and technical assistance to those making an investment in Ohio's future.*

###

Media contacts: Stephanie Mennecke at (614) 466-6619
or the Communications and Marketing Office at (614) 466-2609

Office of Communications & Marketing • 77 South High Street • P.O. Box 1001 • Columbus, Ohio 43215 • U.S.A. • 614 | 466 2609

The State of Ohio is an Equal Opportunity Employer and Provider of ADA Services.