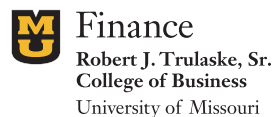


2018 **MID-AMERICA** **TRADE SUMMIT**

PARTNERS



SPONSORS



WELCOME

On behalf of the faculty, staff and students of the Trulaske College of Business and the University of Missouri, I extend a warm welcome to all the delegates of the inaugural Mid-America Trade Summit.

This event, co-hosted by the MU International Trade Center and the Robert J. Trulaske College of Business, is focused on providing the attendees a forum to exchange stimulating ideas, establish collaborations and initiate productive discussions. You should expect discussions to focus on the latest experiences, innovations and strategies to help your businesses and further advance your organization's trade initiatives.

International trade is critically important but faces structural hurdles and challenges caused by fast-emerging new technologies; global demographic changes; and, new norms, policies and organizations that are altering the international business landscape. These interesting times come with unique challenges. At the Trulaske College of Business, we are committed to lifelong learning and connecting students, alumni and business leaders with our strong global network, enabling all of us to learn and operate at the speed of business.

Together with the International Trade Center staff who have worked hard to organize this first offering of this summit, I would like to express my gratitude and appreciation to the participants and your organizations for making the Mid-America Trade Summit a productive and beneficial gathering for all the attendees.

Thank you and welcome!

Ajay Vinzé

Dean of the Robert J. Trulaske, Sr. College of Business

International trade is in the spotlight like never before. With unprecedented access to technology and information globally, we are witnessing powerful shifts in trade balance, trade power, and trade challenges. Along with these challenges come great opportunities. Topics like market entry strategy, innovation and technology, sourcing, partner selection, and free trade are important to all of us. We must look beyond our borders to grow our economy. International trade is, and will continue to be, an integral part of the global economy that we must capitalize on.

The Mid-America Trade Summit offers a platform for shared experiences, learning, ideas, and success. Your attendance gives you access to connections that will help your business grow globally. We have experts here today that include exporters, speakers, panelists, and practitioners. We appreciate your time and talent and look forward to a great summit.

Larry Dill

Director, MU International Trade Center

AGENDA

Wednesday, November 14, 2018, 6:00-8:00 PM

SUMMIT Networking Reception

The Tiger Hotel Ballroom, 23 S 8th Street, Columbia, MO 65201

6:30 PM Recognition of Outstanding Exporters

Thursday, November 15, 2018

	Registration, Continental Breakfast and Exhibits (Columns Ballroom, Reynolds Alumni Center)	
8:30 AM	WELCOME AND OPENING REMARKS (Columns Ballroom)	
	TRACK 1 (T.O. Wright Room)	TRACK 2 (Donrey Media Room)
9:15 AM	Factors and Challenges of Developing Export Markets Clayton Agri-Marketing (Missouri)	Opening New Markets: Plan the Work, Work the Plan SEV-REND High Performance Packaging (Illinois)
9:45 AM	The Changing Dynamics of Business in Today's VUCA World TriCorps Technologies (Oklahoma)	Managing Customer Relations Across Cultures Missouri-Pacific Lumber (Missouri)
10:15 AM	BREAK	
10:30 AM	Export Sales Techniques and Tools for Success Sunnen Products Company (Missouri)	You Don't have to be BIG to Achieve Export SUCCESS Vacuworx (Oklahoma)
11:00 AM	Building an International Service Business: Using Tax and Financial Strategies CCK Strategies (Oklahoma)	Starting From Scratch: Building an Export Program as an Exporting Novice Coneqtec (Kansas)
11:45 AM	LUNCH & KEYNOTE LECTURE (Columns Ballroom)	
12:00 PM	JOHN SCHRAM LECTURE IN INTERNATIONAL BUSINESS Shawn Askinosie, Founder Askinosie Chocolate "Finding Meaningful Work in Today's Global Economy"	

1:00 PM	BREAK - TRANSITION TO NEXT SESSION	
1:15 PM	<p>DISCUSSION PANEL</p> <p>“Trends in Global Innovation and Technology”</p> <p>Aaron Peterman, Senior Analyst, Boeing HorizonX</p> <p>Drew Thompson, Director of Data Centers and Mission Critical Facilities, Black & Veatch</p> <p>Scott Christianson, Assistant Teaching Professor, Department of Management, Trulaske College of Business</p> <p>Moderator—Tim Nowak, Executive Director, World Trade Center St. Louis</p>	
2:15 PM	BREAK	
	<p>TRACK 1 (T.O. Wright Room)</p>	<p>TRACK 2 (Donrey Media Room)</p>
2:30 PM	<p>Protecting Your Intellectual Property When Entering New Markets SCD Probiotics (Missouri)</p>	<p>Leading from the “Heart” Land Brewer Science (Missouri)</p>
3:00 PM	<p>Entering Emerging Markets: A Road Map for Success Smart Controls (Illinois)</p>	<p>Staying Ahead of the Curve Bit Brokers International (Illinois)</p>
3:30 PM	BREAK - DESSERT & REFRESHMENTS	
3:45-4:30 PM	<p>ASK THE EXPERTS PANEL, NETWORKING SESSION AND CLOSING REMARKS (Columns Ballroom)</p>	

SESSIONS

9:15 AM

TRACK 1 (T.O. Wright Room)

“Factors and Challenges of Developing an Export Market” Clayton Agri-Marketing (Missouri)

Session Description: Many companies want to enter the export market, but considerations need to be made to determine if the market is a good fit for your products and if you can effectively sell and service in that market. With 30-years of experience in market development and evaluation, this session will provide insight into factors and challenges exporters need to be aware of, and steps you can take to successfully route your way around those obstacles.



Company: Clayton Agri-Marketing, Inc. is one of the largest livestock export companies in the United States. The company currently exports live animal genetics to over 60 countries worldwide.

Export Awards/Recognition: Clayton Agri-Marketing, Inc. was recognized as the SBA Exporter of the Year for Missouri and Region VII (Iowa, Kansas, Nebraska and Missouri) in 2013 and the Missouri Department of Agriculture Exporter of the Year in 2002.

TRACK 2 (Donrey Media Room)

“Opening New Markets: Plan the Work, Work the Plan” SEV-REND High-Performance Packaging (Illinois) Tony O’Driscoll, VP of Sales & Marketing

Session Description: As in any project, careful planning and attention to detail during execution are critical ingredients to success. For any small business, expanding sales into a developing market like Mexico, presents a mix of potential rewards and very real risks that can be significant. Take steps to properly define the project’s scope, acquire local market insights and incorporate flexibility into execution, are critical to minimizing risks and reaping rewards. Join Sev-Rend as they share their expansion story. Learn how they are now leveraging those initial sales to foster additional leads in Central and South America.



Company: Celebrating their 25th year as a packaging innovator, Sev-Rend is a leading supplier of high performance tags, labels, pouches,

netting, and film with a focus on the produce industry. High-quality products paralleled with some of the quickest lead times in the industry makes Sev-Rend the go-to supplier for produce packaging for customers across North and South America.

Export Awards/Recognition: SEV-REND was nominated for recognition at the 2018 Mid-America Trade Summit by the Illinois SBDC Network.

9:45 AM

TRACK 1 (T.O. Wright Room)

“The Changing Dynamics of Business in Today’s VUCA World”

TriCorps Technologies (Oklahoma)

Scott Bradley, Director of Business Development

Session Description: This session will cover what organizations need to do to protect themselves in today’s Volatile, Uncertain, Complex and Ambiguous business world. Whether you do business with high profile foreign countries or you do business with countries with well known hacker communities, everyone needs to be aware of the dangers that exist when conducting business outside of the USA.



Company: TriCorps Technologies is a technology strategy and cybersecurity firm based in Oklahoma City, OK. The company helps organizations prosper with digital strategies and protect their assets with cybersecurity strategies and execution. Internationally, TriCorps has aided many organizations, completing projects as diverse as - designing a smart city in China; helping an eLearning company in India protect its IP and systems, and developing a process to vet vendors to support business security.

Export Awards/Recognition: TriCorps Technologies was nominated for recognition at the 2018 Mid-America Trade Summit by the Oklahoma SBDC Network.

TRACK 2 (Donrey Media Room)

“Managing Customer Relations Across Cultures”

Missouri-Pacific Lumber (Missouri)

Grafton Cook, Sales Manager

Session Description: The process of export sales has changed rapidly in a seemingly short period of time, yet common export business culture and etiquette practices have been



MISSOURI-PACIFIC LUMBER CO.
Specializing in Walnut

slow to adapt. This session will offer strategies on how to deal with basic cultural differences one may encounter during the process of establishing international business relationships.

Company: This fourth-generation family-owned business has been producing high quality hardwood lumber since 1935. Missouri-Pacific Lumber has specialized in American Black Walnut since 1980. Exports have played a large part in the success of the company. From modest beginnings, exporting to Italy and South Korea, Missouri-Pacific Lumber Co. has broadened the scope of its export markets to include Germany, Japan, China, the United Kingdom and Ireland, Mexico, and the Middle East.

Export Awards/Recognition: Missouri-Pacific Lumber Co. participated in the Governor's Trade Mission to Taiwan and Korea in 2013, and received the Governor's Award for Agricultural Achievement in 2015.

10:30 AM

TRACK 1 (T.O. Wright Room)

“Export Sales Techniques & Tools for Success”

Sunnen Products Company (Missouri)

Tom Dustman, International Sales Director

Session Description: Sunnen Products

Company has successfully exported for more than 80 years. The company's international sales channel is a key differentiator for them in the market. Learn how Sunnen uses sales techniques and exporting tools to support successful growth. Take away from the presentations valuable tactics that you too can utilize in your company's effort to grow export sales.



Company: Sunnen Products Company is a family owned business, based in St. Louis Missouri. Sunnen was founded in 1924 and has exported to industrialized countries around the world. Sunnen's network of subsidiaries and independent distributors form a sales channel that delivers. Sunnen is a machine tool manufacturer, with a product offering that includes high precision bore finishing machines, tools, and abrasive products which yield ultra-high precision bore finishing for a wide variety of market sectors. The automotive industry, aerospace, defense, hydraulics, and medical devices are all examples of markets served by Sunnen Products Company.

Export Awards/Recognition: Sunnen Products Company is a President's E-Award and E-Star Award Recipient; the company is also a St. Louis Global Pioneer Award Winner.

TRACK 2 (Donrey Media Room)

“You Don’t Have to be BIG to achieve Export SUCCESS”

Vacuworx (Oklahoma)

Doyle Edwards, Director – Communications & Government Programs

Session Description: By collaborating with a mix of public and private entities, small businesses can open the door to exploring foreign markets and garner

export sales. Vacuworx has been able to partner with numerous entities for assistance in market research, pricing, finding partners, contacting customers and resolving logistical and customs issues. This has allowed the company to expand sales all over the world, despite being a small company. Attend this session to learn how Vacuworx has successfully utilized the strength of a few export veterans inside the company and leveraged their contacts and experience to develop a successful export strategy.



Company: Since 1999, Vacuworx has been engineering and manufacturing the highest quality heavy-duty vacuum lifting equipment for the oil and gas, water and sewer, highway and heavy construction, concrete construction, landscaping and manufacturing industries. Vacuworx Lifting Systems handle all forms of pipe, and can be attached to excavators, wheel/track loaders, cranes, pipe layers, and forklifts. With a history of innovation, Vacuworx exports to all regions of the world, and has offices in the USA, Netherlands and Australia.

Export Awards/Recognition: Vacuworx was the recipient of the Governor’s Award for Excellence in Exporting in Oklahoma in 2014, and again in 2017.

11:00 AM

TRACK 1 (T.O. Wright Room)

“Building an International Service Business: Creating Value Using Tax & Financial Strategies”

CCK Strategies (Oklahoma)

Eric Kunkel, Founding Partner

Session Description: CCK Strategies has had the good fortune to work with many successful companies who are contributing to the US economy through international trade and exporting efforts. Throughout its 21-year history, CCK has focused on developing relationships and experience



in export and international markets. By effectively utilizing cross-border strategies, to include IC-DISC implementation, worldwide tax minimization planning, and transfer pricing analysis, CCK has successfully doubled in size over the past 6-years. Gain insight into how your too can successfully leverage these strategies to support growth.

Company: CCK was launched in 1997 by three young partners motivated to build a new type of CPA firm – one founded on the principle of “service”. Today, the CCK team is comprised of 100 individuals who work together to provide strategic planning solutions to new and repeat entrepreneurs to grow and add value to their businesses. A critical aspect of CCK’s business is the ability to provide multinational compliance strategies and tax planning ideas, as well as dealing with client issues in-country and world-wide.

Export Awards/Recognition: CCK Strategies has received numerous export awards. The company was recognized in 2016 with the President’s “E” Award for Export Service, and received the Governors Award for Excellence in exporting in Oklahoma. SBA Exporter of the Year recognition was received in 2017.

TRACK 2 (Donrey Media Room)

“Starting From Scratch: Building an Export Program as an Exporting Novice”

Coneqtec (Kansas)

Adam Runner, Director of Operations

Session Description: What do you do when export orders find you, but export experience and expertise aren’t part of your companies DNA? How do you handle cash flow and logistical issues associated with sales being made half-way around the world? Attend this session to hear how Coneqtec faced and successfully conquered these challenges.

Learn how the company leveraged resources from SBA, ExIm Bank, U.S. Commercial Service and others, and developed relationships with local trade professionals to support export growth.



Company: Coneqtec-Universal designs, manufactures and sells professional grade hydraulic attachments for skid steer/tracked loaders, backhoe loaders, excavators and compact utility loaders. In operation since 1990, the Coneqtec-Universal brand of attachments and hydraulic kits are available through an extensive network of dealers located worldwide.

JOHN SCHRAM LECTURE IN INTERNATIONAL BUSINESS

“Finding Meaningful Work in Today’s Global Economy”

Shawn Askinosie
Owner,
Askinosie Chocolate

In 2006, Shawn Askinosie left a successful career as a criminal defense lawyer to start a bean to bar chocolate factory and never looked back. Askinosie Chocolate is a small batch, award winning chocolate factory located in Springfield, Missouri, sourcing 100 percent of its beans directly from farmers that they profit share with. Askinosie Chocolate was recently named by Forbes as “One of the 25 Best Small Companies

in America” and Shawn was named by O, The Oprah Magazine “One of 15 Guys Who Are Saving the World.” He has been awarded honorary doctorates from University of Missouri-Columbia and Missouri State University. Seth Godin, entrepreneur and author, recently praised the company’s model: “[Shawn] has built a practice of creating a worthwhile luxury good that directly benefits people. Not sort of. Not a little. But directly.” Shawn is a Family Brother at Assumption Abbey, a Trappist monastery near Ava, Missouri and the co-founder of Lost & Found, a grief center serving children and families in Southwest Missouri. His new book, “Meaningful Work: The Quest To Do Great Business, Find Your Calling And Feed Your Soul,” co-written with his daughter Lawren Askinosie, is a No. 1 bestseller on Amazon.



About John Schram

John Schram is a semi-retired principal and founder of Schram & Company, an international consulting and investment firm based in San Francisco. His specialty is negotiating and implementing international agreements across diverse cultures. The firm's clients have included such companies as Reebok, Patagonia, Land's End, and Asics. Additionally, he is an investor in several direct mail and internet apparel companies.

Mr. Schram is a graduate of the University of Missouri, earning a BS BA degree in 1958. He also pursued graduate studies at MU as well as at the University of Chicago and Northwestern University. For the first 20 years of his career, Mr. Schram was with Sears, Roebuck and Company and Levi Strauss. He led both companies into China by establishing joint ventures with state-run textile manufacturing firms.

The Schram Lecture in International Business exemplifies Mr. Schram's commitment to greater international awareness in the United States.

About the Schram Lecture in International Business

Collaboration with alumni, companies, and academic colleagues is a strategic priority for the Trulaske College of Business. Collaboration is intended to produce benefits for all involved parties, but especially for our students. The Schram Lecture in International Business is a prime example of how collaboration with the business community helps the college fulfill its educational mission.

The Schram Lecture in International Business provides students, faculty, and members of the local community with the opportunity to hear prominent executives speak about global trends and substantive issues in the international business world.

DISCUSSION PANEL

“Global Technology and Innovation Trends”

Aaron Peterman **Senior Analyst** **Boeing HorizonX & NeXt**

Aaron Peterman is a Senior Analyst at Boeing HorizonX & NeXt and an MBA candidate at the University of Pennsylvania's Wharton School of Business. Prior to HorizonX, Aaron worked in corporate strategy and M&A at Boeing, in private equity and venture capital at Verus International, and founded nawgin, a mobile game where friends compete to find out who is more intelligent. By leveraging the power of the world's largest aerospace company, Boeing HorizonX and Boeing NeXt apply momentum to new business ventures to unlock the next generation of game-changing ideas, products, and markets. From investment capital to technology commercialization and forward-thinking corporate partnerships, Boeing HorizonX & Boeing NeXt turn new ideas into reality. Aaron also holds a B.S. in Finance & Economics from the University of Missouri's Trulaske College of Business and a certificate in Strategy from Stanford University.



Drew Thompson **Data Center/Mission Critical** **Facility Director** **Black & Veatch**

Drew is a Director of Black & Veatch Data Center/Mission Critical Facility Solutions. He has more than 25 years of experience in client management, facility design, project management and real estate portfolio management. Responsibilities include both client relationship management and project management for national and global companies needing to upgrade, enhance or build new data centers and mission critical facilities. Some of Drew's recent projects include: MO Hyperloop feasibility study, facility modifications to allow transit providers to plan their conversions to fully electric buses, the facility strategy and requirements for an electric vehicle fleet clients, and design reviews for indoor agriculture clients to evolve from concept to commercialization. Drew has extensive



experience providing strategic planning leadership and engineering as well as construction project management. He applies analytical and conceptual skills to develop creative problem-solving strategies for complex issues. He also has tactical implementation experience to convert the strategies into actions that yield positive results. Prior to joining Black & Veatch, Drew held leadership roles at Sprint and Hallmark, where he was responsible for developing real estate portfolio strategies to maximize real estate assets of: data centers, network operations centers, call centers, office space, and retail stores.

Scott Christianson
Assistant Teaching Professor
Department of Management,
Trulaske College of Business

J. Scott Christianson is an assistant teaching professor of management at the Trulaske College of Business, where his interests are focused on the impact of technology on society and human well-being. Prior to joining the Trulaske College of Business, Scott was

a business owner with decades of experience in videoconferencing technology, project management, and information technology.

A Project Management Professional (PMP), Scott has worked on hundreds of technology projects and remains actively involved in technology initiatives and startups. He also serves on the leadership teams for the State Technical College of Missouri and the MU Center for the Digital Globe.



SESSIONS

2:30 PM

TRACK 1 (T.O. Wright Room)

“Protecting Your Company’s Intellectual Property When Entering New Markets”

SCD Probiotics (Missouri)

Matthew Wood, Founder & CEO

Session Description: SCD Probiotic’s innovative and agile technology platform is the key to their global success, enabling them to identify, develop, and commercialize products in a wide variety of industries and markets. SCD will share information on the cost-effective strategy they have developed to overcome both intellectual property and export compliance issues, and how that has enabled them to increase sales volumes year-over-year.



Company: Driven by the pursuit of safe, sustainable, and realistic solutions to mankind’s chemical problems, SCD Probiotics develops probiotic and biochemical solutions for agriculture, consumer, and industrial use. Through strategic technology partnerships and a licensee network, companies across the globe have joined their quest to impact human and environmental health through the power of probiotics. The company currently exports across six continents.

Export Awards/Recognition: SCD Probiotics was the 2013 recipient of the State of Missouri’s Governor’s Exporter of the Year Award. Additionally, in 2011, company founder Matthew Wood was recognized by Poland’s Minister of Agriculture and Rural Development, Marek Sawicki, for his contribution to soil science and for the delivery of a revolutionary technology in agricultural sustainability.

“Leading From the “Heart” Land”

Brewer Science (Missouri)

Doyle Edwards, Director – Communications & Government Programs

Session Description: Exporters can be located anywhere in the country. Success is tied to discovering and building the right relationships, and leveraging these relationships to create awareness for your product and services worldwide. Attend this session to learn how



Brewer Science, located in rural Missouri, has used innovation, connectivity and relationship building to support company and export growth.

Company: Brewer Science is a global technology leader in developing and manufacturing innovative materials and processes for the reliable fabrication of cutting-edge microdevices used in electronics such as tablet computers, smartphones, digital cameras, televisions, LED lighting and flexible technology products. In 1981, Brewer Science revolutionized lithography processes with its invention of ARC® materials. Today, Brewer Science continues to expand its technology portfolio to include products enabling advanced lithography, thin-wafer handling, 3D integration, and chemical and mechanical device protection, including products based on nanotechnology. With its headquarters in Rolla, Missouri, Brewer Science supports customers throughout the world with a service and distribution network in North America, Europe and Asia.

Export Awards/Recognition: With a rich history of awards, recent recognitions include a 2016 listing in the Top 50 Employers in the U.S. by Minority Engineer magazine; GreenCircle Certification for Zero Waste to Landfill in 2016 & 17, and receipt of the Perfect Quality Award for a perfect score for quality in On Semiconductor's supplier ratings.

3:00 PM

TRACK 1 (T.O. Wright Room)

“Entering Emerging Markets: A Road Map for Success”
Smart Controls (Illinois)
David Kniepkamp, President

Session Description: Entering into a new emerging market may seem impossible with uncertainty always present and no guarantee of success.

Establishing an emerging market road map can guide you through a process to identify opportunities that create success. Sustaining the road map allows long term market presence so that new opportunities can be cultivated.



SMART CONTROLS

Company: Smart Controls LLC designs, manufacturers and is a global supplier of commercial building automation controls. The company was founded in 1993 to create devices that talk to each other and have the ability to communicate with each other anywhere in the world. The current global market includes Australia, Singapore, Vietnam, Japan, Mexico, Canada, Jamaica, Dominican Republic, United Kingdom, Spain, Germany, South Africa, and United Arab Emirates.

Export Awards/Recognition: David Kniepkamp is a charter board member and current president of the Southwest Illinois Trade and Investment Council whose mission is to raise awareness of global exporting and foreign direct investment as an opportunity for economic stability and growth in Southwest Illinois.

“Staying Ahead of the Curve”

Bit Brokers International (Illinois)

Tim Thomas, President

Session Description: Competition is increasing... rapidly and dramatically in many industries, and pricing margins and differences in quality continue to narrow. It's a fact of business life. Started 30-years ago with the expressed desire to pursue international sales, Bit Brokers International was a pioneer among their peers in taking their business global. Attend this session to learn how they continue to adapt strategy and guide action to support business growth and expansion.



Company: Bit Brokers International (BBI) was founded in 1988 offering product lines of newly manufactured rotary Tricone drill bits, new/unused surplus Tricones, Hammers and Hammer bits, PDC bits, rebuilt Tricones, custom built Hole Openers, Drag Bits, Cutters, adapter subs and stabilizers. Today the company serves customers in every state in the U.S., and in over 85 countries. Customer service and satisfaction is number one priority at BBI and as such, the company fields one of the most skilled staffs in the rock bit industry.

Export Awards/Recognition: In 2008, Bit Brokers International was named one of the top 5,000 fastest-growing private companies in the U.S. by Inc.com based upon the company's revenue growth. BBI was nominated for recognition at the 2018 Mid-America Trade Summit by the Illinois SBDC Network.

ABOUT

The MU International Trade Center

The MU International Trade Center is a partnership of the University of Missouri Extension Business Development Program and the Robert J. Trulaske, Sr. College of Business. The goal of the International Trade Center is to promote economic development and aid in the international decision-making of Missouri businesses, while providing MU students, tomorrow's business leaders, opportunities for experiential learning. Working with the International Trade Center, better positions businesses to strategically attack the global marketplace.



*Proud recipient of the
President's "E" Award for Excellence in Exporting*

Robert J. Trulaske, Sr. College of Business

The Trulaske College of Business, founded in 1914, is leading the way in business education. Today, Trulaske enrolls nearly 5,000 students at the University of Missouri. The college has four academic units – accountancy, finance, management and marketing. The college offers an undergraduate degree in business administration, a full-time MBA and an execMBA for working professionals, a 150-hour program that confers both undergraduate and master's degrees in accountancy, PhD programs in accountancy and business administration and a host of online offerings for undergraduate and graduate students. Top scholars conduct research with impact alongside instructors who activate innovative learning environments. The college takes great pride in its graduates. More than 34,000 alumni contribute their expertise to the public and private sectors in every state in the U.S. and in a host of foreign countries. Trulaske alumni make up a strong global network, ready to engage with the institution as thought leaders and mentors.

ARE YOU...

- **Interested in expanding your international sales?**
- **Unsure of where market opportunities lie?**
- **Seeking information that can help you make informed business decisions?**

Then the global market research services available through the MU International Trade Center will definitely be of interest to you.

The MU International Trade Center utilizes the time and talents of student interns and MU faculty, along with cutting-edge trade databases, to conduct customized global market research to meet your business' needs. The information gained can be used to effectively evaluate market opportunities in a timely, meaningful and affordable way.

Semester-long (fall, spring and summer), or short-term research project opportunities exist.

INTERESTED IN LEARNING MORE? DON'T WAIT.

Contact:

Larry Dill

dilll@missouri.edu • 573-882-7626

Jackie Rasmussen

rasmussenj@missouri.edu • 573-884-5223

ITC.missouri.edu



Robert J. Trulaske, Sr.
College of Business
University of Missouri



International Trade Center
University of Missouri

