

# The Ohio Global Connector

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## Upcoming Events

### [Natural Products Expo East Buyers Mission Boston, Massachusetts September 23-26, 2009](#)

Meet international buyers from many different countries. These buyers are prequalified and you do not have to exhibit to register. Registration deadline September 9.

### [World Dairy Expo Feed Ingredient Buyers Mission Oct Sep 30-Oct 04, 2009](#)

Meet many different potential international buyers of feed ingredients without leaving the country. Registration deadline July 6.

### [Convenience Products at NACS Buyers Mission Las Vegas, Nevada October 18-23, 2009](#)

Meet international buyers from many different countries. These buyers are prequalified and you do not have to exhibit to register. You may take part in a preparation service to assist you understand the market. Registration deadline September 9.

### [Specialty Foods Trade Mission Seoul, Korea](#)

[October 22-23, 2009](#)

Meet and interact with buyers from Korea. Also get an understanding of their market and view of specialty foods. Registration deadline: August 27.

Find other events at:  
[www.FoodExport.org](http://www.FoodExport.org)

For more information:

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## Go West, Go Global

**Do you know how to make a trade show better?** One opportunity to network with international companies is to attend the Buyers Mission at the National Association of Convenience Stores (NACS) show from October 18-23, in Las Vegas, Nevada. This is a good opportunity for US food producers to meet with international companies from many different countries in the United States. These buyers have been selected based on their quality and reputation.

This is a convenient way to meet multiple companies actively looking for food products to put on their store shelves. The goal for this event is for your company to create contacts which will hopefully lead to sales.



You may also receive counseling to make sure you know the markets you are targeting to the fullest.

These international buyers are looking for many different product categories.

You will have the opportunity to meet with the buyers of your choice for 25 minutes each. Sign up early so that you can schedule your meetings with the companies that you desire. These meetings are a way to get instant feedback on your product, such as if the product fits the country's taste palate.

This opportunity allows your company to network around the globe without leaving the state.

Date: October 18-23, 2009  
Location: Las Vegas, Nevada  
Registration deadline: October 5  
Cost: \$150

[More Information](#)  
Buyers Profiles

## Internet Marketing

**Ever thought of marketing your product online?** The Food Export Association offers an online catalog for approved companies to promote the products on. This is a quick and easy service that could lead to business or at least inquiries.

The online product catalog is a free service offered by the Food Export Association. This is an easy to use service that allows international buyers to learn about your products. They will be able to see any information your company provides. They will contact you through the website, not directly.

You can upload the product's picture and specific information. The buyers who have access to this information are reviewed and pre-qualified by the Food Export Association. The buyers interested in your products will not receive your contact information unless you give it to them; they will contact you through the website.

This is an easy to use and free service that could add to your international networking. The exposure to quality companies is a great benefit of this service. The targeted promotion will help build your company's exposure

and hopefully international sales.

You will automatically receive an e-mail when a company is interested in your product. At that point you get to decide how to work and address with the companies.

For more information and to take advantage of this service please visit [FoodExport.org](http://FoodExport.org).

**Ohio**

**Department of  
Agriculture**