



Monthly UpDate

Industries of the Future-West Virginia

Industrial Technology Partnerships

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The West Virginia Export Initiative

By Leslie Drake

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Two leading ladies of West Virginia industry, **Pat Minehardt**, president of **HK Casting** in Weston, and **Beri Fox**, president of **Marble King** in Paden City, are recent recipients of the **Governor's Commendation for International Market Entry**. For Pat and Beri, along with 65 other West Virginia companies so honored, this recognition includes a framed Euro, Pound, Drachmae, Guilder, or other currency representing the countries to which their products are being exported.

All this and more is made possible by trade representatives from the **International Division of the West Virginia Development Office (WVDO)** and the **U.S. Department of Commerce**.

Since 1995, the **West Virginia Export Initiative** has sponsored trade missions or trade shows to numerous countries throughout the world.

- Individual, one-on-one appointments with potential business partners are pre-screened and pre-arranged by the U.S. Department of Commerce.
- The WVDO provides a newly designed, eye-catching exhibition pavilion, shared among the participants. Each company area has a locking display cabinet and surface, and space for individual products and photos.
- West Virginia provides for interpreters, cars and drivers, and most in-country transportation for business-related activities.
- Country briefings from U.S. officials and local business leaders are provided in each market. Receptions, often held at the ambassador or consul general's residence, are organized in each country and provide important networking opportunities.
- Market research is available prior to and throughout participation in a trade event.
- Complete travel, lodging and other logistics can be handled through the WVDO; however, individual company representatives are responsible for their travel and lodging expenses.
- A pre-travel briefing videoconference is often held with key officials in the target country to discuss schedules and answer any questions from the participants.

Many West Virginia companies have stated that participating in the WVDO trade missions has saved them nine to twelve months of valuable time in planning and coordinating their trips.



Leslie Drake was the luncheon speaker on February 22nd at the 2005 IOF-WV day at the Capitol.

In addition to sponsored trade missions, West Virginia also maintains two international offices. The **West Virginia European Office** in Munich, Germany promotes trade and investment between West Virginia and Europe - accounting for more than 60 percent of the state's export market. The **West Virginia Japan Office** has been in Nagoya, Japan since 1990. Both offices are available to West Virginia companies interested in researching or visiting Japan and Europe for export contacts.

2005 trade events

Below is a list of events tentatively scheduled for 2005. For more information, please contact Leslie Drake at (800) 982-3386 or (304) 558-2234. Further details are also available at www.worldtradewv.com

March 22-25

Woodbuild China 2005, Shanghai

April 29-May 3

Interzum, Cologne, Germany

May 25-31

Japan Mitsukoshi Department Store Exhibit
(Consumer products)

July 10-12

Fancy Food Show, New York

September 2005

Trade Mission to Brazil (Belo Horizonte and Sao Paulo)

October 25-28

China Coal & Mining 2005, Beijing

EVENTS

2005-FHWA Conference "Integral Abutment and Jointless Bridges" will be held **March 16-18** at the Hyatt Regency Hotel, Baltimore, Maryland. For further information visit www.cemr.wvu.edu/cfc/conference.

Society for Glass Science and Practices Annual Symposium will be held **May 4-6, 2005** at Ogleby park, Wheeling, WV. For further information contact Larry Banta at (304) 293-3111 ext. 2334 or Lebanta@mail.wvu.edu.

The West Virginia Forestry Association will present a **"Timber and Wood Products Show"** to be held **May 14-15, 2005** at Holly Gray Park, Flatwoods, WV. For more information, visit www.wvfa.org.

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Co-Funding Opportunities for IOF–WV Research Teams

Announcement	Due Dates	Funding
DOE/Industrial Technologies Program Next Generation Steelmaking Research and Development http://e-center.doe.gov	Now open (Request for Proposals) March 31, 2005 (Proposals due)	\$ 500,000 total funding Phase I \$4,000,000 total funding Phase II
DOE/Industrial Technologies Program Chemical Industry of the Future http://e-center.doe.gov	April 1, 2005 (Request for Proposals) TBD (Proposals due)	\$3,000,000 total funding
DOE/Industrial Technologies Program Glass Industry of the Future http://e-center.doe.gov	Now open (Request for Proposals) April 1, 2005 (Proposals due)	\$4,000,000 total funding
DOE/Industrial Technologies Program Ultra-High Efficiency Industrial Steam Generation http://e-center.doe.gov	Now open (Request for Proposals) April 14, 2005 (Proposals due)	\$2,400,000 total funding \$ 600,000 per award Phase I \$1,200,000 per award Phase II
DOE/State Energy Program Special Projects http://e-center.doe.gov	Now open (Request for Proposals) May 2005 (Proposals due) (due dates vary see solicitation)	\$14,700,000 total funding
DOE/Industrial Technologies Program Plant-Wide Assessments http://e-center.doe.gov	February 14, 2005 (Request for Proposals) TBD (Proposals due)	\$1,000,000 total funding \$ 100,000 per award
DOE/Biomass Research and Development Initiative http://e-center.doe.gov	February 15, 2005 (Request for Proposals) April 15, 2005 (Proposals due)	\$15,000,000 total funding
DOE/Component Development for Distributed Wind Technologies http://e-center.doe.gov	March 14, 2005 (Proposals due)	\$1,400,000 total funding
DOE/EPSCoR: Building EPSCoR-State/National Laboratory Partnerships Implementation Awards http://www.wvpsc.org/programs	April 1, 2005 (Endorsement letters due) April 12, 2005 (Proposals Due to DOE) March 23, 2005 (Proposals due)	\$1,200,000 \$2,000,000

Compressed Air Challenge Fundamentals training workshop

The workshop will be held on April 5, 2005 at the PPG facility in New Martinsville, WV. Reduce operating costs, improve productivity, product quality, system reliability and competitiveness. Achieve 15%-25% cost savings through more effective production and use of compressed air. **Space is limited** - To register or learn more, contact either Bill Johnson at (304) 293-2867 X 5530, William.Johnson@mail.wvu.edu or Nadine Kelly at (304) 293-2867 X 5408, Nadine.Kelly@mail.wvu.edu

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