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**THE UNIVERSITY OF DAYTON
PUBLIC RELATIONS DEPARTMENT**

JOE McLAUGHLIN
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DAYTON, OHIO 45409 AREA CODE 513 461-5500 EXT. 500

DAYTON, Ohio, March 19, 1968 --- The Special Sessions Department at the University of Dayton will conduct an eight-session workshop on "Export Trade" to start Wednesday, March 27, and run through Wednesday, May 15. Local businessmen and UD faculty will serve as instructors. Classes will be held on Wednesday evenings.

Subjects in this exceptional course are "World Trade--An Overview," taught by Mr. Norvell Clarkson, Director, World Trade Department, Dayton Area Chamber of Commerce; "Organizing for Export--Outside Specialist," Ernest A. Caskey, President, Inland Export Company, Dayton; and "Organizing for Export--Pricing & Handling Your Own Order," Mr. Addison Skaags, Export Sales Manager, The Hobart Manufacturing Company, Troy.

Others are "Services for Selling Abroad," Mr. Thomas Ferguson, Director, U.S. Department of Commerce, Field Office, Cincinnati, and Mr. Felix Turel, International Trade Specialist, from the same department; "Promotion & Advertising Overseas," Mr. Jack A. Russell, Secretary, Kircher, Helton & Collett Inc., Dayton; and "Financing & Credit Insurance," Mr. Douglas C. Lowery, Assistant Cashier, Winters National Bank, Dayton.

Final two topics will be "Transportation, Insurance, & Packaging," Mr. Merlin C. Eck, Export-Import, National Cash Register Company, Dayton; and "The Export Transaction Step by Step," Mr. Clarkson. The last topic includes all paper work.