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## **Daubert Cromwell Presents at Latin America Business Conference**

ALSIP, IL -- Daubert Cromwell Director Global Business Development Scott Kotvis was a featured speaker recently at the 8th annual Latin America International Business Conference at Northeastern Illinois University, Chicago.

In Kotvis' presentation, "*Brazil - New Market Development by a Chicago-Based Small/Medium Enterprise*", he discussed how Daubert Cromwell identifies new markets for its products and why Brazil fits the strategic growth profile. He also talked about the role of the U.S. Department of Commerce International Partner Search program in finding channel partners in Brazil and other Latin American countries.

Daubert Cromwell, headquartered in Alsip, IL, is a global manufacturer of anti-corrosion packaging for metals industries. It is a recipient of the Export Achievement Certificate award, created by the U.S. Commercial Service to recognize small and medium-sized enterprises that have successfully entered the international marketplace for the first time or that have successfully entered a new market. The U.S. Commercial Service office has worked with Daubert Cromwell since 1999 to open markets in Brazil, India, and Vietnam. Today the company has distribution and manufacturing channels throughout the US, Mexico, Central and South America, Europe and China.

The Latin America International Business Conference is organized and run by students of the College of Business and Management of Northeastern Illinois University. It drew attendance of nearly 1,500 faculty and students interested in exploring and understanding international business dynamics and career opportunities. Kotvis and speakers from other multi-national companies were asked this year to focus on diversity, ethics and social responsibility in the Latin America economy; current issues, challenges and opportunities; the role of government; and strategies for businesses just entering this market for the first time.

For more information, Kotvis can be reached at 708-293-7750, ext. 170.