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Mayer honored for international sales *Sales include Central America, South America*

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Mayer Farm Equipment owner and President John Mayer (right) received a U.S. Department of Commerce Export Achievement Certificate on Friday from state Rep. David Daniels (left). The Clinton County company employs an export manager, Hector Padilla.

Mayer Farm Equipment, outside Wilmington near the U.S. 68 North and I-71 interchange, was recognized for its international sales during an event at the Roberts Centre on Friday. Currently, Mayer Farm Equipment sells in North America and more than 18 countries.

The company, which markets and services a full line of agricultural equipment, primarily sells tractors, harvesting equipment and headers, tillage equipment, planters, drills and equipment for hay and small grain crops.

In the past several years, the U.S. Department of Commerce's Commercial Service, through its associate office in Dayton and offices in U.S. embassies and consulates in South and Central American markets, has worked to help the company increase its international sales. As a result, Mayer's recorded its first sale to Central America in 1996 and to South America in 2004.

Also in 2004, John Mayer, owner of the company, began to research opportunities in the Eastern European region. Mayer began working with the Commercial Service in Dayton and Kiev to use a "valet service" provided by the U.S. Department of Commerce to find qualified foreign contacts overseas.

The service, called Gold Key, set up pre-arranged business meetings abroad coordinated through the Commercial Service's Kiev location. Mayer met with contacts in Ukraine through the service in the summer of 2004 and as a result, reported his first sale to Ukraine.

Mayer Farm Equipment has been in continuous operation since 1948. The company, founded by Alfred C. Mayer, is owned and operated today by his son John Mayer and grandsons, Josh and Justin.

The Friday event was entitled "EU Standards and Product Certification in a Wider Europe." The U.S. Department of Commerce's Dayton office and the Edison Materials & Technology Center (EMTEC) jointly presented the program.

Mayer Farm Equipment was presented with a U.S. Department of Commerce Export Achievement Certificate and a state of Ohio commendation presented by Ohio Rep. David Daniels (R-86th District).

The program focused on opportunities for U.S. exporters in the European Union (EU), and the standards and directives with which U.S. manufacturers need to comply to sell manufactured products in the EU trading block, which now has 27 member states.

With a network of offices across the United States and in more than 80 countries, the U.S. Commercial Service utilizes its global presence and international marketing expertise to help U.S. companies sell their products and services worldwide.

In 2006, the U.S. Commercial Service helped generate nearly 12,000 export successes worth billions of dollars in U.S. export sales. For more information, visit www.export.gov.

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