



Import / Export Workshop July 2007

Your Workshop Hosts

REECE GUTH

Mayta Clay

1009 Old Barn Road, Parkton, MD 21120

E-mail: maytaclay@comcast.net

Website: www.MaytaClay.com

Throughout the 80's and early 90's Reece was an active member of the artistic community in Baltimore, MD where he sold his work in art shows and galleries and even opened a pottery store. In 1992 a friend convinced him to use his experience and artistic skills to effect the lives and attitudes of Baltimore's youth. So, Reece accepted a position directing an experimental art and education program for the Maryland Committee for Children, where he spent most of the next ten years.

In 2000 he took advantage of a part-time job offer that, unknown to him at the time, would eventually make Mayta Clay what it is today. A company hired him to photograph the progress of a multi-faceted project on the Nicaraguan Pacific coast. He wanted a tan in winter; it was a perfect situation. Only he didn't expect to fall in love with the country, its people and its pottery! When his liaison in Nicaragua found out he had an interest in ceramics she immediately insisted on driving him two hours to a quiet little village, nestled in the hills between two sleeping volcanoes, to a spot that literally wasn't on the map.

Today the village of San Juan de Oriente is rapidly adapting to the modern world, but it wasn't always so. The cobblestone streets and dirt paths lined with pastel colored adobe houses made walking around the town feel like stepping through an unseen door into the past. It was intimidating and wonderful at the same time. Like a treasure hunter, he somehow felt that a determined look beyond the surface of this dusty pueblo would yield some hidden gems. He was not disappointed, the pottery and talent he found was truly overwhelming.

Many times since then he has followed his heart and sense of adventure back to visit these unique artisans. Somewhere along the line he decided it would be great to be able to work with these talented artists and took the first steps to bring this artful pottery back to America. However, of paramount importance was that the venture be sustainable and worthwhile for all concerned. The potters and their families have been very gracious, often inviting him into their homes to talk about bringing their art to a wider audience.

Also of importance is the continuation of their ceramic tradition, which has become one of the strongest links to the pre-Colombian heritage of the Nicaraguan people. The potters are still using designs and techniques handed down from one generation to the next, reaching back centuries before Europeans ever set foot in the New World.

They painstakingly make one delicate piece at a time and dry it in the tropical sun. The fact that this village of less than 3,000 people produces such extraordinarily talented artists is a testament both to their skill and to the ancestral gifts left by generations past.

The beauty of their work is evident where it counts- in the pots. And as founder of Mayta Clay, Reece is proud to present this work as a bridge, not only between cultures, but also in time.

STEENIE HARVEY
Contributing Editor
International Living

English-born Steenie Harvey is *International Living's* 'Roving Euro Editor', but spends almost as much time roving around Asia. Based in the West of Ireland, Steenie has been writing for *International Living* for more than 15 years and also teaches at AWAI's travel writing workshops.

Steenie has traveled the world over ---- in the past year alone she has visited Vietnam, Thailand, Portugal, Spain, Croatia, Romania, France, Panama and Nicaragua. She has authored four books including *Living Abroad in Ireland* for Avalon Travel Publishing as well as IL's Import-Export Kit, the Work Overseas Kit and a number of our European Owners Manuals.

ERIC STAPP
Events Coordinator
International Living
Tel: 1-877-291-0246
E-mail: estapp@internationalliving.com
Website: www.internationalliving.com/events

Eric Stapp hails from the great Midwest. He attended the University of Nebraska at Lincoln, where he earned a degree in English and Sociology. After graduating, Eric lived in Denver, CO for three years and then spent some time in Scottsdale, AZ. Eric is currently enjoying life in Panama, where he is working for IL as an Events Coordinator.

Your Faculty

BLUE ABELE

Importer and Owner

Bluenique

Tel: + 248-721-4214

E-mail: blueoneill@yahoo.com

Website: www.bluenique.com

Blue spends her time between Royal Oak, MI and Roatan, Honduras, after leaving corporate America for a more fulfilling life. She started her import business after attending International Living's 2006 Import/Export Conference. She is in the process of opening a retail store in Honduras.

ALBERTO J. AGUERRI

Almacenadota Financiera de Nicaragua, S.A.

Del Club Terraza, 1 cuadra al Oeste, 1 cuadra al Norte,

1 cuadra al Este, Casa No. 100. , Managua, Nicaragua

Tel: +(505)278-6196; Fax: +(505)278-5308

E-mail: aaguerrri@alfinsa.com

Alberto Aguerrri, a Nicaraguan, migrated to the United States in the early 80's due to the political conflicts. After twelve years in the States, gaining an International Relations Degree and a Minor in Business Administration from the University of Mobile, and eight years serving in the United States Army Reserves, Alberto decided to move back to Nicaragua in December of 1994.

Since returning, he has been working in the Nicaraguan Financial system. His experience includes being a Branch Manager for BANIC, Banco Nicaraguense de Industria y Comercio, one of the largest banks in the country at the time; Regional Manager for BANPRO, Banco de la Produccion; and now Assistant General Manager for ALFINSA.

JUANITA BERMUDEZ

CODICE

Galería de Arte Contemporáneo

Colonial Los Robles, II etapa No. 15

Managua, Nicaragua

Tel: +(505)267-2635; +(505)883-4837

E-mail: codice@galeriacodice.com

Website: www.galeriacodice.com

Juanita Bermudez was born in Masaya, Nicaragua. She created CODICE in 1991, and has been director ever since.

CODICE is a showcase of Nicaraguan Art, specializing in paintings, sculptors and selected handicrafts from all regions of the country.

Mrs. Bermudez also coordinates the Cultural Program of the Oritz-Gurdian Foundation, whose main activity is the Nicaraguan Visual Arts Biennale. Its sixth edition will take place in November 15th, 2007.

She has curated many Nicaraguan art shows in the United States, Central and South America, Europe and Republic of China and has taken several artisans to the International Folk Art Market in Santa Fe, New México, yearly since 2004. She lives and works in Managua and Leon, Nicaragua.

SERGIO DELGADO

Commercial & Special Projects Manager

Agencias Vassalli

Managua, Nicaragua

Tel: +(505)268-2285

E-mail: sdelgado@avasa.com.ni

Sergio Delgado graduated from Universidad Autónoma de Nicaragua (UNAN) with a degree in Economic Sciences in 1983. He has been involved in the logistic and shipping business for over 25 years, firstly as Operation Manager of E. Palazzo & Co. Ltd. and for the last 11 years as Commercial & Special Projects Manager of Agencias Vassalli, S.A. (AVASA), the largest Shipping Agency in Nicaragua. As part of this role he has been the official delegate on all local Chambers of Commerce for which AVASA is duly credited.

JOHN PAUL EVANOFF

President

Motombo Trading and Leisure, S.A.

La Gran Francia, ½ Block South, Casa Chandler

Granada, Nicaragua

Tel: +(505)872-4627 (Nicaraguan Cell)

USA Contact info:

1452 Premier Village Way, Clearwater, FL 33764

Tel: 727-365-0859

E-mail: johnmale@hotmail.com

John Evanoff was raised in Cedar Grove, Wisconsin and finished his education at the University of Wisconsin in Oshkosh. He worked for five years at Kentucky Fried Chicken International as manager of the hiring and training of initial staff.

In 1978 he entered the rare coin and precious metals market working for various nationally known dealers and auctioneers, eventually operating his own business until 1989. During this time he spoke at International Investment Seminars around the world on the merits of investing in hard assets.

For 11 years, up to 2003, John coordinated exports for the industrial paper industry in the southeastern USA shipping out of the ports of Charleston, SC, Savannah GA and Jacksonville FL. For the past 2 ½ years John has been living in Granada, Nicaragua searching for opportunities and has exported furniture, crafts and coffee through his Nicaraguan Corporation.

FEDERICO GURDIAN

Garcia & Bodan (Nicaragua)

Attorneys & Counselors at Law (Abogados & Notarios Públicos)

Dirección: Reparto Los Robles, No. L-15. Del Restaurante "La Marsellaise",

½ cuadra al Sur. , Managua, Nicaragua

Tel: +(505)270-5008 Fax: +(505)278-0928

E-mail: gurdian@garciabodan.com.ni; website: www.garciabodan.com;

Federico Arturo Gurdian Sacasa was born July 11, 1975. He was educated at the American University of Nicaragua and is licensed to practice law in Nicaragua, and is authorized as Notary Public.

Federico is authorized to appear before the Nicaraguan Supreme Court. He speaks English, Spanish, and some French. His areas of practice include corporate law, real estate law, tax law and customs law.

STEVE LINDER

*Pacific Lots
250 Walden Street
Cambridge, MA 02140
Tel: 305-295-0137
E-mail: steve@pacificlots.com*

Steve Linder hails from Cambridge, MA. He attended Northeastern University in Boston, earning his B.S in International Business before completing an International MBA program as well. He started his import export business while in college, importing various items from Mexico. Steve settled on jewelry, eventually opening a small factory in Mexico, purchasing and producing jewelry for companies like TJX Corporation. He marketed through major trade shows as well as reps and permanent show rooms in a few major US cities.

JULIO MENDEZ

*Freelance Web Designer
Dallas TX and Nicaragua
Tel: +(505)808-4122 (Nic) or 214-748-6830 (Dallas)
E-mail: jdezio@aol.com
Website: www.jdezio.com*

Julio Mendez is of Mexican heritage but has traveled to many parts of the US and Central America. His job gives him the freedom to live in Texas, but also allows him to travel the globe. Julio has worked in the internet business for 8 years and has worked for major ad agencies such as the Richards Group in Dallas, with clients such as Hummer.com, Match.com, classmates.com, Converse and many others.

His work brought him to Nicaragua and to colonial Granada where he now spends most of the year. In addition to maintaining his own Nicaraguan websites, Julio has worked for many new clients, including SEO work for Granada based clients such as REMAX, Coldwell Banker, and Hotel El Club.

FERNANDO J. SÁNCHEZ MONTOYA

*Junior Attorney
García & Bodán
Reparto Los Robles, Restaurante "La Marsellaise" ½ cuadra al sur, No. L-15
Nicaragua
Tel: +(505)270-5008
E-mail: fernando.sanchez@garciabodan.com
Website: www.garciabodan.com*

Fernando was born in 1984 and gained his education at the American University of Nicaragua (UAM). He is licensed to practice law in Nicaragua and authorized to appear before the Nicaraguan Supreme Court. His areas of practice include real estate, corporate and, customs law. He speaks Spanish and English.

FRANCISCO PINEDA

Iglesia Recoleccion

3C. Norte, 20 Varas Oeste, Casa #114

Leon, Nicaragua

Tel: +(505)883-7156 (cell); Fax: +(505)311-5585

Francisco Pineda obtained a Bachelors Degree and a Masters Degree in science, from the University of New Orleans. He worked for the International Department at The Chamber of Commerce of New Orleans organizing trade and investment for U.S. and Latin American companies, from 1992 to 1997. During this time he traveled with U.S. companies in trade missions and trade related events throughout Latin American countries.

Francisco Pineda moved to Nicaragua in March 1997 to look for opportunities in the export/import markets. Mr. Pineda and his wife Mariabell Pineda started their own business, PROEXPORT; S.A, in 2002 in the tropical and vegetable markets as well as the handicrafts markets. The company exports a variety of goods such as malangas, cassavas, pottery, hammocks, etc. to the USA, Canada, and Europe.

Mr. Pineda can assist you if you need a local partner to start exporting goods from Nicaragua to the USA or other markets.