WORLD TRADE DAY 2010

Stimulate Your Business with Exports!

98% of the world’s consumers live outside U.S. borders. Learn how to tap into new global sales channels and maximize your profit margin with international sales. Seminars target the experienced exporter and those new to international sales.

WTD Golf Tournament
Tuesday, May 4th
Shadow Valley GC, 15711 Hwy. S5 Boise

Noon  Registration and Warm-up
1 p.m.  Shotgun start, Four Person Scramble
6 p.m.  BBQ Dinner, Awards, Door Prizes

World Trade Day Seminars & Export Awards
Wednesday, May 5th
Boise State University - Student Union Building

7:30 a.m.  Registration and Continental Breakfast
8:00 a.m.  Welcome to World Trade Day 2010

Participants pick one seminar to attend for each time block:

9:00 a.m.  We Have Received the Purchase Order, What Do We Do Next? Vince Bascia, Micron; Carolyn Gorn, Micron
Finding and Maximizing Your International Partners, Amy Benson, U.S. Department of Commerce; Jennifer Vordon, Idaho Department of Commerce; Gord Udoskowlow, PakSense; Steve Wood, OxyFresh
Developing an Effective Export Strategy – Keys for Success on Global Expansion, Bill Mulfane, TechHelp; Jason Prince, Stoel Rives LLP; Ed Meyer, Rodenator

10:30 a.m.  Getting Shipments Safely and on Time to the Customer
Moderator: Vince Bascia, Micron; Expert Panel: Stephen Mitchell, FedEx; Bob Vollbracht, UPS CCS; Miki Hataoka, NVR; George Carter, NVR
Terms of Sale and Pricing: Export Pricing Considerations and Use of Incoterms, Pat Collin, Global Trade & Consulting Services
Financing Export Transactions In a Turbulent Economy, Lee Gibb, Zions Bank; Joe Anderson, Western States Insurance Co.

12:15 p.m.  Export Awards, Luncheon, and Keynote Address – Leslie Schweitzer, U.S. Chamber of Commerce

Pricing:

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