

EXPORT MATCHMAKER TRADE FAIR & CONFERENCE

Agenda

Export Matchmaker Trade Fair & Conference Missouri Edition

October 22, 2012
The Federal Reserve Bank of St. Louis Conference Center
St. Louis, Missouri

8:00 A.M. – 9:15 A.M. **Registration/Exhibit Setup**

Reception/River Room A

9:15 A.M. – 10:00 A.M. **Plenary Session/Continental Breakfast**

Gateway Auditorium

Welcome

Julie Stackhouse
Senior Vice President
Banking Supervision & Regulation of the
Federal Reserve Bank of St. Louis

Ms. Patricia Brown-Dixon
Regional Administrator, Region VII
U.S. Small Business Administration

Indirect Marketing: Advantages to Using Export Management Companies (EMCs) and Export Trading Companies (ETCs)

Anthony “Tony” Clayton
Clayton Agri-Marketing, Inc.
Jefferson City, MO

10:00 A.M. – 10:15 A.M. **Break**

River Room A

10:00 A.M. – 5:00 P.M. **Exhibits Open**

River Room A

EXPORT MATCHMAKER

TRADE FAIR & CONFERENCE

10:15 A.M. – 11:15 A.M. **Workshop Options (Repeated at 11:30 A.M.)**

Missouri Room **A) Legal Aspects of Selecting and Contracting With Export Intermediaries**

Moderator: Bob Newman
District International Trade Officer
U.S. Small Business Administration
St. Louis, MO

Marcia S. Orgill
Danna McKittrick, P.C.
St. Louis, MO

Gateway Auditorium **B) Internationalize Your Business: Q&A with EMCs and ETCs**

Moderator: Loretta Wallis
Brewer Science, Inc.
Rolla, MO

Pete Tierney, President
World Technology Corporation
New York, NY

Linda Roldan, President
Roldan Products Corporation
St. Louis, MO

Karen Dunlap
Dunlap International
Cedar Rapids, IA

Jose Sala, President
International Division, Inc.
Springfield, MO

11:15 A.M. – 11:30 A.M. **Break**

River Room A

EXPORT MATCHMAKER

TRADE FAIR & CONFERENCE

11:30 A.M. – 12:30 P.M. **Workshop Options**

Missouri Room

**C) Legal Aspects of Selecting and Contracting With
Export Intermediaries**

Moderator: Bob Newman
District International Trade Officer
U.S. Small Business Administration
St. Louis, MO.

Marci S. Orgill
Danna McKittrick, P.C.
St. Louis, MO

Gateway Auditorium

D) Internationalize Your Business: Q&A with EMCs and ETCs

Moderator: Loretta Wallis
Brewer Science, Inc.
Rolla, MO

Pete Tierney, President
World Technology Corporation
New York, NY

Linda Roldan, President
Roldan Products Corporation
St. Louis, MO

Karen Dunlap
Dunlap International
Cedar Rapids, IA

Jose Sala, President
International Division, Inc.
Springfield, MO

EXPORT MATCHMAKER

TRADE FAIR & CONFERENCE

12:45 P.M. – 1:45 P.M.

Box Lunch Luncheon

Gateway Auditorium

Keynote Address: *Success with EMCs & ETCS*

Pete Tierney, President
World Technology Corporation
New York, NY

1:45 P.M. – 2:45 P.M.

Workshop Options

Gateway Auditorium E)

Sources of Export Financing and Banking Services

Moderator/Presenter: John Koch, President
World Trade Consult, LLC
St. Louis, MO

John F. Blum, Regional Manager
SBA Export Solutions Group
U.S. Export Assistance Center
St. Louis, MO

Mark Klein, Business Development Office
Export-Import Bank of the United States
U.S. Export Assistance Center
Chicago, IL

Paul Toskin, Vice President
Commerce Bank
St. Louis, MO

Missouri Room

F) International Shipping Logistics

Moderator: Michael Burke, Vice President
Midwest Systems
St. Louis, MO

Kenny Mayer, Marketing Manager
UPS Services
Earth City, MO

EXPORT MATCHMAKER

TRADE FAIR & CONFERENCE

Arijiana Hoorman, Partner
Scarborough International
St. Louis, MO

2:45 P.M. – 3:00 P.M.

Break

River Room

3:00 P.M. – 4:15 P.M.

Workshop Options

Gateway Auditorium G)

**International Assistance: What's Available,
Where to Get It, and How to Use It**

Moderator: Larry Dill
International Trade Specialist
Small Business Development Center
University of Missouri Extension
St. Louis, MO

Ann Pardalos, Director
Department of Economic Development
International Trade and Development Office
Jefferson City, MO

Tim Nowak, Director
World Trade Center, Saint Louis
St. Louis, MO

Larry Dill, International Trade Specialist
Small Business Development Center
St. Louis, MO

Cory Simek, Director
U.S. Commercial Service
U.S. Export Assistance Center
St. Louis, MO

EXPORT MATCHMAKER

TRADE FAIR & CONFERENCE

Missouri Room

H) Economic Espionage – Safeguarding Proprietary Information

Moderator: Dennis Melton, District Director
U.S. Small Business Administration
St. Louis, MO

Joseph Papes
Federal Bureau of Investigation
St. Louis, MO

4:15 P.M. – 5:30 P.M.

Reception

River Room A