



MINNESOTA WORLD TRADE WEEK 2007 GOVERNOR'S GLOBAL TRADE CONFERENCE May 24-25, 2007

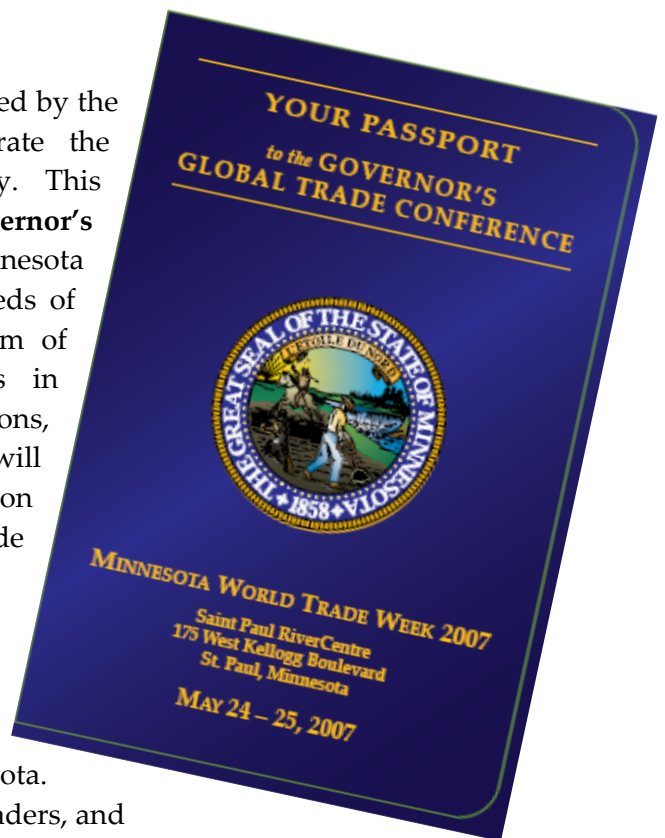
Current as of April 24, 2007

ABOUT THE CONFERENCE

Minnesota World Trade Week is an annual event organized by the Minnesota Trade Office to acknowledge and celebrate the importance of international trade to the state's economy. This year, the Minnesota Trade Office will present the **Governor's Global Trade Conference** as the signature event of Minnesota World Trade Week. The conference will attract hundreds of international trade professionals for a two-day program of presentations and workshops by renowned leaders in international trade, networking receptions and luncheons, and a service providers' exhibition. The conference will culminate with the annual World Trade Week Luncheon honoring recipients of the Governor's International Trade Award.

The conference will provide an opportunity to:

- Acquire valuable information and skills to enhance your global competitiveness.
- Gain perspective on the state of global trade in Minnesota.
- Interact with other trade professionals, government leaders, and distinguished international guests.
- Connect with organizations and service providers committed to helping you succeed internationally.
- Participate in celebrating Minnesota's global successes.



WHO SHOULD ATTEND

- Business executives and managers presently involved in developing and managing corporate growth in global markets.
- Business leaders considering entering the global market.
- Government officials interested in acquiring information on the current and future economic impact of international trade.
- Service providers, such as freight forwarders, bankers, attorneys, consultants, and others, offering services for Minnesota companies.
- Students and academic professionals interested in international business.



LOCATION

Saint Paul RiverCentre
 175 West Kellogg Boulevard ♦ Saint Paul, MN 55102 ♦ www.rivercentre.org

AGENDA

The proposed agenda and speakers are subject to change.



DAY 1: THURSDAY, MAY 24, 2007

Exhibitor tables will be open in the conference break area from 8:00 AM to 7:00 PM

7:30 – 8:30 AM	REGISTRATION AND REFRESHMENTS
8:30 – 10:00	<p>GOVERNOR'S WELCOME BREAKFAST</p> <p>Governor Tim Pawlenty is scheduled to open the two-day conference with a breakfast program highlighting the state's international trade activities and featuring a presentation on trade developments and opportunities with Minnesota's largest trading partner – Canada.</p> <p><i>Keynote Speaker:</i> (Invited) The Honorable Marie-Lucie Morin, Deputy Minister of International Trade, Government of Canada</p> <p><i>Location:</i> Saint Paul RiverCentre – Grand Ballroom Section B</p>
10:00 – 10:30	BREAK WITH REFRESHMENTS
10:30– 11:45	<p>GLOBAL LEADERS PANEL</p> <p>Senior executives from several Minnesota corporations will provide an overview of their international operations and highlight their impact on Minnesota's global economy; followed by Q&A.</p> <p><i>Moderator:</i> George Martin, Partner, Faegre & Benson LLP</p> <p><i>Panel:</i> Marc Tullemans , Manager of International Operations, Polaris; Susan Grelling, Vice President of Strategic Sourcing & Material Solutions, Schwan's; Pat O'Brien, Vice President, ADC Telecommunications; and Don Nolan, Senior Vice President of Global Packaging and Automotive Coatings, Valspar Corporation.</p> <p><i>Location:</i> Saint Paul RiverCentre – Grand Ballroom Section B</p>
11:45 – Noon	<p>BREAK</p> <p>Move to Grand Ballroom Section A for the International Trade Luncheon</p>
12:00 – 1:30 PM	<p>INTERNATIONAL TRADE LUNCHEON</p> <p>Mexico's new ambassador to the United States has been invited to offer his perspective on the state of U.S.-Mexico relations, especially as it relates to trade.</p> <p><i>Keynote Speaker:</i> (Invited) His Excellency Arturo Sarukhan, Ambassador of Mexico to the United States</p> <p><i>Location:</i> Saint Paul RiverCentre – Grand Ballroom Section A</p>
1:30 – 2:00	BREAK
2:00 – 3:15	<p>CONCURRENT INTERNATIONAL TRADE SEMINARS</p> <p>Participants are invited to select one of four concurrent programs.</p>



Track 1:

Trade Developments and Opportunities in Russia

Half of American companies surveyed in Russia report sales increases of 200 percent from 2001 to 2005, and 97 percent of these companies project continued growth in the coming years. Our speaker from the St. Petersburg office of the U.S. Commercial Service will show you how your company can tap into this growing market. Commercial Service trade specialists, along with their colleagues at the Business Information Service for the Newly Independent States (BISNIS), provide up-to-date market reports, trade leads, and practical advice to U.S. companies interested in doing business in Russia.

Speaker: Keith Silver, Principal Commercial Officer, U.S. Commercial Service, St. Petersburg, Russia

Location: Saint Paul RiverCentre – Meeting Room 1

Track 2:

Trade Developments and Opportunities in Brazil

With a large consumer market of 182 million people and a diverse economy that is the strongest in South America, Brazil offers significant export opportunities for Minnesota companies. Brazil is the world's 12th largest economy and comprises about half the South American territory and economy. Doing business with Brazil is challenging and requires intimate knowledge of the local environment, including the explicit as well as hidden barriers. Despite the numerous challenges, many companies find that the opportunities outweigh the risks. This seminar, presented by a panel of seasoned experts, is ideal for companies and individuals interested in gaining high-level market intelligence on Brazil.

Speakers: Robert H. Scarlett, Vice President, Medical Equipment Exports, Inc.

Jeffrey J. Hanson, Principal, Clearwater Consulting, LLC

Marco Rocha, International Account Manager, Clearr Corporation

Location: Saint Paul RiverCentre – Meeting Room 2

Track 3:

Trade Developments and Opportunities in India

India Rising: The Economic Case for a Robust Strategic Partnership

India will soon be the most populous nation in the world with a large, skilled and young workforce. The country thrives as a multi-ethnic, multi-religious, secular democracy characterized by a vibrant and free press, rule of law and constitutional government. India's military – the second largest in the world - remains committed to the principle of civilian control. Two-way trade between the U.S. and India is \$25 billion, increasing at double-digit rates each year. In 2005, U.S. companies invested \$5 billion in India - as India's government advanced progressive policies in line with its decade and a half program of liberalization and economic reforms. Indeed, democratic India is fast-becoming a positive force in the world, supporting the case for a robust strategic partnership with India. These are among the many reasons Governor Tim Pawlenty decided to lead a trade mission to India in October 2007.



This presentation will highlight recent gains attributable to the transformed relationship between the United States and India, underscore emerging opportunities for U.S. companies, and articulate the importance of consolidating advances in the U.S.-India strategic partnership.

Speaker: Ron Somers, President, U.S.-India Business Council

Location: Saint Paul RiverCentre – Meeting Room 3

Track 4:

Trade Developments and Opportunities in Taiwan

Taiwan, the Green Silicon Island, is marching right along with emphasis on Research and Innovation that creates business opportunities for your companies.

Robust industrial development has fueled Taiwan’s miraculous economic growth over the past half-century, transforming it from an economy based on farming and labor-intensive industries into one based on capital-intensive high tech and innovation. Ranked among the top 5 economies of the world in competitiveness and located at the heart of East Asia, Taiwan is an ideal base for global businesses seeking to develop the markets in Mainland China, Northeast Asia and Southeast Asia. Boasting well-built air, sea and land transportation and trans-shipment infrastructure, Taiwan’s strategic location makes it a business hub that cannot be ignored. Sharing the same language and culture, Taiwan has made China its largest export market while simultaneously becoming one of the largest investors in China as well as other Southeast Asian countries.

With a land mass less than 1/6th the size of Minnesota, Taiwan is a market of 23 million with GDP of US\$354 billion (world’s 19th largest), foreign trade total of \$427 billion (15th largest), trade total with the United States of \$61 billion (U.S.’s 8th largest) and foreign exchange reserve of \$266 billion (world’s 3rd largest). Demonstrating Taiwan’s strategic direction towards research and innovation, the number of U.S. patents granted to Taiwan is topped only by the U.S., Germany, and Japan. A member of WTO since January 2002, Taiwan has been deregulating trade and investment, including that in the service sectors. Taiwan is a vital, strategic site for international commerce. Come join us to learn more about the opportunities Taiwan has to offer for sourcing and investment.

Speakers: Thomas T.S. Cheng, Director General, Taipei Economic and Cultural Office in Chicago

Sean Wang, President, ITI International, San Jose, CA

Albert Chen, President, Telamon Corporation, Carmel, IN

Paul Wang, Director, Commercial Division, Taipei Economic and Cultural Office in Chicago

Location: Saint Paul RiverCentre – Meeting Room 4

3:15 – 3:30

BREAK WITH REFRESHMENTS

3:30 – 4:45

CONCURRENT INTERNATIONAL TRADE SEMINARS

Participants are invited to select one of four concurrent programs.

	<p><i>Please refer to the above descriptions for each program.</i></p> <p>Track 1: Trade Developments and Opportunities in Russia <i>Location:</i> Saint Paul RiverCentre – Meeting Room 1</p> <p>Track 2: Trade Developments and Opportunities in Brazil <i>Location:</i> Saint Paul RiverCentre – Meeting Room 2</p> <p>Track 3: Trade Developments and Opportunities in India <i>Location:</i> Saint Paul RiverCentre – Meeting Room 3</p> <p>Track 4: Trade Developments and Opportunities in Taiwan <i>Location:</i> Saint Paul RiverCentre – Meeting Room 4</p>
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4:45 – 5:00	BREAK
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5:00 – 7:00	<p>INTERNATIONAL BUSINESS NETWORKING RECEPTION</p> <p>Conclude the first day of the conference by joining your hosts and other conference participants for an evening cocktail reception.</p> <p>Hosts: Minnesota Trade Office, Minnesota Consular Corps, and Minnesota International Chambers of Commerce</p> <p>Location: Saint Paul RiverCentre – Grand Ballroom Overlook</p>
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DAY 2: FRIDAY, MAY 25, 2007

Exhibitor tables will be open in the conference break area from 8:00 AM to 2:00 PM

7:30 – 8:30 AM	REGISTRATION AND CONTINENTAL BREAKFAST
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8:30 – 10:00	<p>CONCURRENT INTERNATIONAL TRADE SEMINARS</p> <p>Participants are invited to select one of four concurrent programs.</p> <p>Track 1: Agriculture Exporting Made Easier: <i>International Sales Don't Have to Be Foreign to You</i> Food and agriculture producers and processors have a number of resources at their fingertips to assist with growing international markets. Learn how state and Federal resources can assist companies of any size with international market research and promotion. Speaker: Shannen Bornsen, International Resources Manager, Minnesota Department of Agriculture Location: Saint Paul RiverCentre – Meeting Room 1</p> <p>Track 2: Global Trade Compliance: <i>Are You Paying Attention?</i> Details of export licensing and import declarations might seem trivial, but corporate officers are held accountable for mistakes. Join us for a management-level overview of compliance issues, get ideas on risk mitigation, and learn from other Minnesota business leaders as they share their strategies for remaining competitive while following the rules.</p>
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	<p><i>Speakers:</i> Kelby G. Woodard, Principal, Trade Innovations, Inc.; Other speakers to be confirmed <i>Location:</i> Saint Paul RiverCentre – Meeting Room 2</p> <p>Track 3: Global Sourcing: <i>A Path to Sustainable Competitiveness</i> More and more companies are considering global sourcing as a way to stay viable in the face of fierce international competition. This seminar will identify some common misperceptions about global sourcing and explore how it can become a path to sustainable competitiveness and growth. Join us as our respected experts discuss the advantages and pitfalls of globally sourcing consumer and industrial goods. <i>Speakers:</i> Larry Mahoney, President, Asia Direct Resource, Inc.; and Peter Hammond, President, AsiaSource, LLC <i>Location:</i> Saint Paul RiverCentre – Meeting Room 3</p> <p>Track 4: Trade Finance, Development, and Advocacy Programs Multilateral development banks (MDB’s) and other finance-related agencies offer a huge variety of services and benefits to U.S. exporters. But which ones can help you? And what can you do when the playing field isn’t level for U.S. firms? This session features speakers from several trade finance, development and advocacy agencies well-equipped to advise you on finance, insurance and risk management issues, as well as open up a world of business leads and international project opportunities. <i>Speaker:</i> Ms. Isabel Hagbrink, Public Information Officer, Inter-American Development Bank (IADB); Ms. Katherine Ferry, Asia Development Bank (ADB); Mr. Tom Hardy, U.S. Trade Development Agency (USTDA); and Mr. Daniel Bloom, Director of the Trade Advocacy Center <i>Location:</i> Saint Paul RiverCentre – Meeting Room 4</p>
10:00 – 10:15	BREAK WITH REFRESHMENTS
10: 15 – 11:45	<p>CONCURRENT INTERNATIONAL TRADE SEMINARS Participants are invited to select one of four concurrent programs.</p> <p><i>Please refer to the above descriptions for each program.</i></p> <p>Track 1: Agriculture Exporting Made Easier: <i>International Sales Don’t Have to Be Foreign to You</i> <i>Location:</i> Saint Paul RiverCentre – Meeting Room 1</p> <p>Track 2: Global Trade Compliance: <i>Are You Paying Attention?</i> <i>Location:</i> Saint Paul RiverCentre – Meeting Room 2</p> <p>Track 3: Global Sourcing: <i>A Path to Sustainable Competitiveness</i> <i>Location:</i> Saint Paul RiverCentre – Meeting Room 3</p> <p>Track 4: Trade Finance, Development, and Advocacy Programs <i>Location:</i> Saint Paul RiverCentre – Meeting Room 4</p>



11:45 – 12:00	BREAK Move to Grand Ballroom for Minnesota World Trade Week Luncheon
12:00 – 1:30 PM	WORLD TRADE WEEK LUNCHEON AND PRESENTATION OF THE GOVERNOR'S INTERNATIONAL TRADE AWARDS This annual luncheon is the traditional capstone of Minnesota World Trade Week, bringing together hundreds of business, government, academic and community leaders engaged in the vital and exciting work of international trade. The luncheon also honors the recipients of the Governor's International Trade Awards. This year's featured speaker (invited) is the U.S. Trade Representative, Ambassador Susan Schwab, who is a member of the President's Cabinet and serves as the President's principal trade advisor, negotiator, and spokesperson on trade issues. <i>Keynote Speaker:</i> (Invited) U.S. Ambassador Susan Schwab, United States Trade Representative <i>Location:</i> Saint Paul RiverCentre – Grand Ballroom Sections A&B
1:30 PM	CONFERENCE ADJOURNS



EXHIBITORS (SOLD OUT)

Companies providing international business services wishing to market their products or services are invited to exhibit during the 2-day conference. Exhibitors will be provided one 8-ft skirted table for literature display or table top display, which will be centrally located in the conference break area. Exhibition tables will not include electrical outlets or special lighting. The number of exhibitor tables is limited and will be assigned on a first-come, first-served basis.

Staffing: It is not necessary for exhibitors to staff their exhibition tables unless they wish to do so. However, exhibitors must keep their literature display in place and stocked until the conference adjourns on May 25 at approximately 2:00 PM.

Set-Up: Exhibitors will have access to the RiverCentre at 7:00 AM on May 24 and must have their literature displays set up no later than 8:00 AM.

Tear-Down: Exhibitors must remove their literature and/or displays within one hour following the conference adjournment on May 25 at approximately 2:00 PM.

Exhibition Fee: \$75 for the entire two-day conference.

Exhibition Questions: Contact Jeff Phillips, Phone 651-297-8841, Jeffrey.Phillips@state.mn.us.

CONFERENCE FEES

Refer to the enclosed registration form for various participation options and associated fees.

REGISTRATION

To register, complete the enclosed registration form and either fax or mail it to the Minnesota Trade Office along with your conference fees. Registration forms must be received by the Minnesota Trade Office *no later than Thursday, May 17, 2007*.

Mail to: Minnesota Trade Office

332 Minnesota Street, Suite E200
Saint Paul, MN 55101

Fax to: Minnesota Trade Office Fax – (651) 297-4265

HOTEL ACCOMMODATIONS

Conference participants requiring hotel accommodations may wish to consider the following hotels conveniently located near the Saint Paul RiverCentre.

The Saint Paul Hotel *(Approximately \$199 per night)*

350 Market Street, Saint Paul, MN 55102 Phone: (651) 292-9292 Toll Free: 1-800-292-9292

Holiday Inn St. Paul – RiverCentre *(Approximately \$115 per night)*

175 7th St W, St Paul, 55102 Phone: (651) 225-1515 Reservations: (800) 315-2621

Crowne Plaza Hotel St. Paul – Riverfront *(Approximately \$119 per night)*

11 East Kellogg Boulevard, St. Paul, Minnesota 55101 Phone: (651) 292-1900 Reservations (800) 496-7621

SPONSORS

The Minnesota Trade Office wishes to thank the following organizations for their support.



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REGISTRATION FORM

Please complete a separate form for each registrant.

MINNESOTA WORLD TRADE WEEK 2007

Governor's Global Trade Conference – May 24-25

Saint Paul RiverCentre ♦ 175 West Kellogg Boulevard ♦ Saint Paul, MN 55102

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Name	Title
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E-mail	Web site
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Company/Organization	
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Street Address	
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City/State/Zip	

SELECT PARTICIPATION OPTIONS:

- | | | |
|--------------------------|---|-----------------|
| <input type="checkbox"/> | Registration for Full Two-Day Conference (May 24-25)
<i>Provides access to ALL conference events for the entire two days. Reflects a savings of \$50.</i> | \$250.00 |
| <input type="checkbox"/> | Registration for Exhibitor Table for Two-Day Conference (limited availability) | \$ 75.00 |
| <input type="checkbox"/> | DAY 1: Registration for ALL events on May 24th ONLY
<i>Provides access to all events, including the Governor's Welcome Breakfast, Global Leaders Panel, luncheon, seminars, and international business networking reception.</i> | \$175.00 |
| <input type="checkbox"/> | DAY 1: Registration for Luncheon ONLY (single seat)
<i>Provides entrance only to the luncheon event for one person.</i> | \$ 50.00 |
| <input type="checkbox"/> | DAY 1: Registration for Luncheon ONLY (corporate table – 10 seats)
<i>Provides entrance only to the luncheon event for 10 people – a savings of \$50.</i> | \$450.00 |
| <input type="checkbox"/> | DAY 1: International Business Networking Reception ONLY
<i>Provides entrance only to the evening reception.</i> | \$ 40.00 |
| <input type="checkbox"/> | Day 2: Registration for ALL events on May 25th ONLY
<i>Provides access to all events, including the continental breakfast, seminars, and Minnesota World Trade Week luncheon.</i> | \$125.00 |
| <input type="checkbox"/> | DAY 2: Registration for World Trade Week Luncheon ONLY (single seat)
<i>Provides entrance only to the luncheon event for one person.</i> | \$ 50.00 |
| <input type="checkbox"/> | DAY 2: Registration for World Trade Week Luncheon ONLY (corporate table – 10 seats)
<i>Provides entrance only to the luncheon event for 10 people – a savings of \$50.</i> | \$450.00 |

TOTAL AMOUNT DUE: \$

Make Checks Payable To: **MINNESOTA TRADE OFFICE**
(Sorry, but we cannot accept credit card payment at this time.)

Please **fax** or **mail** your registration and payment to the Minnesota Trade Office by **May 17, 2007.**

Minnesota Trade Office
332 Minnesota Street, Suite E200 ♦ St. Paul, MN 55101
Tel (651) 297-4222 Fax (651) 297-4265

Conference information and additional registration forms are available at
www.exportminnesota.com