



**The U.S. Department of Commerce's Syracuse Office and
The Upstate New York District Export Council**
present a...

Strategic Exporting Seminar

Wednesday, June 17th, 2009

8:30 AM (registration & continental breakfast)

8:45 AM – 12:00 PM (program)

Mohawk Valley Community College
Information Technology Building, Room 225

This seminar is designed to assist manufacturers and service providers develop their exporting capabilities.

Covered Topics Include:

- Finding Market Research
- International Legal Issues
- International Contracts
- Finding / Qualifying Potential Foreign Partners
- Export Payment Terms & Letters of Credit
- Export Financing
- Export Documentation
- The Role of Your Banker
- The Role of Your Freight Forwarder

Featured Speakers:

John Tracy, U.S. Department of Commerce
John Vilardo, M&T Bank
Scott Perkins, Mohawk Global Logistics

Jerry Shaye, Empire State Development
Rich Paul, Hiscock & Barclay LLP
Gabe Martini, Mateflex

This valuable seminar is only \$25 – which includes all seminar materials and continental breakfast! To register, please go to

www.buyusa.gov/buffalo/uticaexportseminar.html

Co-sponsored by:

