

December 12, 2007
8:30 a.m. Continental Breakfast
9:00 a.m. - 12:00 p.m. Program

Salt Lake Chamber of Commerce
175 East 400 South, Suite 600
Salt Lake City, UT 84111

Reservations:
Stan Rees, SLCC 801.957.5556
stan.rees@slcc.edu



Stan Rees
Director, Miller Global
Business Center, Salt
Lake Community Col-
lege.



Lew Cramer
President & CEO, World
Trade Center of Utah.



Mark Garfield
Senior Vice President,
International Banking,
Zions Bank.



John Catalano
President, Catalano &
Co. llc - Management
Consultants.

Utah World Trade Center and SLCC Global Business Center sponsor Importing the Right Way

It's easy to feel overwhelmed when you are beginning to import or export products and services. Are you worried that you will be caught up in the latest China recalls?

Whether you just received a foreign sales inquiry, are considering importing products or already import, this Importing the Right Way seminar will help you to establish a foundation in the international trade arena. It is an absolute must for anyone considering entry into the business.

Speakers will include Lew Cramer, the President and CEO of the World Trade Center Utah; Mark Garfield, Senior Vice President, International Banking, Zions Bank; John Catalano, President, Catalano & Co. llc, Management Consultants and Holly Garza, President of High Desert Customs House Brokers and others.

The seminar will introduce you to the operational, logistical and financial aspects of importing while addressing special areas of concern, such as the role of U.S. Customs and customs brokers, global supply chain management, international banking and security.

Topics will include:

- ▶ Identifying and qualifying potential vendors
- ▶ Product classification
- ▶ Customs documentation and clearance
- ▶ Working with import service providers
- ▶ Loan programs and letters of credit
- ▶ Foreign exchange
- ▶ Supply chain management
- ▶ International trade resources

Best of all, there will be no sales pitches! Just solid, hands-on information you can put to work that afternoon.

Call Stan Rees at 801.957.5556 to make your reservation now. Space is limited.



ZIONS BANK



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COMPANY