

PROGRAM

Each Roundtable will feature:

- Introductory remarks from the Massachusetts office of the U.S. Department of Commerce's U.S. Commercial Service, on how it helps Massachusetts companies access overseas markets and export their goods and services internationally
- Introductory remarks from MassDevelopment, sponsor of the Spring 2006 International Trade Roundtables, on the financing services they offer to Massachusetts companies
- **A concise, expert presentation** by a senior executive at the host company (New Balance, TD Banknorth, INTRAL, Hudson Lock or Acushnet) about a **specific topic of interest** to international trade executives, including how that company is addressing the issue
- A one-hour open discussion, in which all attendees are encouraged to participate

The Massachusetts Alliance for International Business (MAIB), a research and educational foundation affiliated with Associated Industries of Massachusetts (A.I.M.), helps Massachusetts businesses succeed in the global economy by offering programs that inform, educate and assist companies engaged in international trade.

MAIB's services include:

- a bi-weekly on-line newsletter
- trade forums and seminars
- international trade achievement awards
- Massachusetts export reports

*This program is provided for educational and informational purposes only and is not intended and should not be construed as legal advice.
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*An affiliate of
Associated Industries
of Massachusetts*

INTERNATIONAL TRADE ROUNDTABLES

May and June 2006

*An Opportunity for
Trade Professionals
to Learn from Each Other*

Lawrence

Boston

Hudson

Springfield

Fairhaven

Presented by



**MASSACHUSETTS
ALLIANCE FOR
INTERNATIONAL
BUSINESS**

*An affiliate of
Associated Industries
of Massachusetts*

Register today!

www.aimnet.org/maib

Already engaged in International Trade? Interested in moving into new markets? Exploring options in the Far East? Frustrated by roadblocks to international expansion? Curious about how other companies are achieving success with exports? If your answer is yes to any of these questions, then the Spring 2006 International Trade Roundtables, presented by the Massachusetts Alliance for International Business (an affiliate of A.I.M.), are for you.

Whether you're a seasoned trade professional or just in the early stages of exporting your products, we're sure you will find these lunchtime roundtables beneficial. What's in it for you? An opportunity to:

- ◆ Meet other international trade professionals
- ◆ Establish contacts with peers
- ◆ Learn from experts how they've solved their trade dilemmas
- ◆ Discover new approaches to trade challenges
- ◆ Discuss common interests
- ◆ Share problems...and solutions
- ◆ Benefit from the expertise of senior trade executives
- ◆ Make international trade a vital part of your company's business plan

Attendees at past MAIB Roundtables have included CEO's, company owners, logistics managers, and sales executives. Whatever your job title, if you are interested in international trade, you will benefit from an MAIB Roundtable.

ROUNDTABLE SCHEDULE

(all 12 Noon-2 p.m.)

WEDNESDAY, MAY 3

at New Balance Athletic Shoe, Lawrence

TOPIC: Avoiding Knock-offs: Protecting Your Patents and Trademarks

WEDNESDAY, MAY 17

at INTRAL Corporation, Boston (Seaport Blvd.)

TOPIC: Who Moved My Cheese? Moving Goods in a Security-Conscious World

TUESDAY, MAY 23

at Hudson Lock, Hudson

TOPIC: Pitfalls and Premiums: Choosing New Overseas Markets

WEDNESDAY, MAY 31

at TD Banknorth, Springfield

TOPIC: Beijing to Brazil: Trade Finance in Emerging Markets

TUESDAY, JUNE 6

at Acushnet Company, Fairhaven

TOPIC: Across the Pacific: Sourcing and Selling in Southeast Asia

Register today! Attendance is limited to 20 participants per session.

Questions? Contact Kristen Rupert, Executive Director, Massachusetts Alliance for International Business, at 617-262-1180 or krupert@aimnet.org

Roundtables sponsored by:



MASS DEVELOPMENT

Build. Create. Innovate.

REGISTRATION FORM

Register online at www.aimnet.org/maib or fax to Carole Cerezola at (617) 536-6785

Cost:

\$30 per person for A.I.M. members

\$50 per person for nonmembers

\$25 per person if registered for 2 or more sessions

(You may attend as many sessions as you like.)

Session:

Lawrence Boston Hudson

Springfield Fairhaven

List two international trade issues facing your company:

Name: _____

Title: _____

Company: _____

Address: _____

City: _____

State: _____

Zip: _____

Phone: _____

Fax: _____

E-mail: _____

Web site: _____

Check enclosed

(payable to Massachusetts Alliance for International Business)

Mastercard

Visa

AMEX

Exp.: _____/____

CC#: _____

Signature: _____

Cancellations must be received 3 business days prior to luncheon for catering purposes. A cancellation made after that time is payable in full. Substitutions are accepted at any time.