



AN EXPORT FINANCE WORKSHOP

How to Access Capital in Today's Tight Credit Markets



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PARTNERS



Penn State - Great Valley Campus
Conference Center - Main Building, Room 130/131
30 East Swedesford Road - Malvern, PA 19335
Thursday, April 15, 2010
8:30am - 12:30pm

Who Should Attend:

CEO's, CFO's, and international marketing managers of companies who are actively exporting or export-ready.

What You Will Learn:

Financial Strategies to -

- Enter new foreign markets while reducing the risk of buyer non-payment
- Obtain working capital to improve cash flow and fulfill sales orders
- Increase sales in existing markets and gain a competitive advantage by offering credit to buyers/distributors
- Extend competitive financing to international customers

The WTCGP has gathered national and regional experts in trade finance, as well as local companies willing to share their success stories, all to provide your company with practical strategies to grow your international sales.

Don't miss this opportunity to hear presentations from and interact with senior representatives from the Export-Import Bank of the United States and the region's leading trade finance lenders, including:

- **Thomas P. Cummings**, Acting Senior Vice President for Small Business & Regional Director Northeast & Mid-Atlantic Regions, Export-Import Bank of the United States
- **Brian E. Hurley**, Business Manager for Global Trade Finance, Royal Bank of Scotland
- **Tom Parides**, Vice President & Manager of International Trade Finance, PNC Bank
- **Anne Marie Hughes**, Vice President, Global Banking & Trade Solutions, Wells Fargo Bank
- **Robert L. Elsas**, Regional Manager, Export Solutions Group, Office of International Trade, U.S. Small Business Administration, Philadelphia
- **H. Suha Kocabal**, Vice President, TD Bank Financial Group
- **Rick Von Minden**, Senior Development Manager, UPS Capital-Export Credit Agency

You Will Receive:

A comprehensive export finance handbook with key information and contacts as a valuable reference for developing your international business strategies.

Registration is \$45 for WTCGP Members and \$60 for Non-Members at www.wtcphila.org.

For more information contact: Dino Ramos, Chief Operating Officer,
World Trade Center of Greater Philadelphia, at dramos@wtcphila.org or 215-586-4246.