

Master of Ceremonies:

Isabelle Limoges, Associate Contacts Monde

Moderator:

Claude Tardif, Vice-President International, Manufacturiers et exportateurs du Québec

8:30 Registration

9:15 Opening:

- ◇ Mr. Claude Tardif
- ◇ Me Lam Chan Tho, Malo & Dansereau
- ◇ Honorable Baljit S. Chadha,

9:30 Panel 1 - Mrs. Patricia Cano

10:00 Panel 2 - Mr. Duarte da Ponte Miranda and Mr. Robert J. Labelle

10:30 Coffee Break

10:45 Panel 3 - Mr. Frank Trentadue

11:00 Panel 4 - Me Bernard Colas

11:30 Panel 5 - Mr. Christian Martin
Mr. Bernard Labadie
Mr Denis A, Couroux

12:00 Lunch

12:30 **Mr. Patrick-Claude Dionne,**
Directeur principal, Commerce international
Banque Nationale

13:00 Import/Export Award

14:15 Closing

Strategies and Tools

PANEL 1: Using efficiently Trading Houses

PROMOTION OF MANUFACTURED PRODUCTS ON FOREIGN MARKETS

Panelist: Mrs. Patricia CANO, Vice-President, B. Terfloth + Cie (Canada) Inc.

- ⇒ Acting as merchants locally responsible for export sales;
- ⇒ Facilitating implementation and exclusive contracts on foreign markets;
- ⇒ Servicing regarding transport and export documentation;
- ⇒ Securing and Financing Import/Export Transactions.

PANEL 2: Optimizing your financing and credit insurance:

INTERNATIONAL TRADE FINANCING

Panelists:

Mr. Duarte M. da PONTE MIRANDA,
Consultant in Corporate and International Business AND
Mr. Robert J. Labelle, Vice –President et Fondateur de pouvoir au Canada, Euler Hermes Canada

- ⇒ Bank acceptances and discounting;
- ⇒ Financing sight or term collections;
- ⇒ Discounting/ financing account receivables with recourse or not;
- ⇒ Pre-financing export;
- ⇒ **Credit Insurance.**

PANEL 3: New working capital solutions

Panelist: Mr. Frank Trentadue,
Regional Manager, Market Development,
Export Development Canada (EDC).

PANEL 4: Limiting efficiently your contractual risks:

DOMESTIC AND INTERNATIONAL CONTRACTS ASSOCIATED TO CONTRACTUAL GUARANTEES

Panelist: Me Bernard COLAS, Lawyer, International Trade
Gottlieb & Pearson.

- ⇒ Bid and general conditions;
- ⇒ Payment and down payment guarantee;
- ⇒ Performance bond and holdback;
- ⇒ Limitation of responsibility;
- ⇒ Settlement of commercial disputes.

PANEL 5: Simplifying your offer while securing it:

« PROFORMA INVOICE » **A SIMPLE OFFER** THAT INCLUDES SECURED MODALITIES OF PAYMENT

Panelists:

Mr. Christian MARTIN, President, Experts LCG-ADM Inc., International Trade Consultant AND
Mr. Denis A. Couroux,
Manager, Mercator Transport International,
Mr. Bernard Labadie,
Vice-President Senior, Coface Canada.

- ⇒ Formalization of commercial agreements;
- ⇒ Letters of credits, stand-by, bank guarantees;
- ⇒ Collections secured by:
 - ⇒ banks
 - ⇒ freight forwarders;
 - ⇒ Credit Insurance.

Keynote: The Honorable Baljit S. Chadha
President Balcop Limited.