

MID-AMERICA TRADE SUMMIT

AGENDA

Wednesday, November 6, 2019 – SUMMIT Networking Reception (6:00-8:00 PM)

The Tiger Hotel Ballroom, 23 S. 8th Street, Columbia, MO 65201

6:45 p.m. Recognition of Outstanding Exporter Honorees

Thursday, November 7, 2019—SUMMIT Sessions

7:45 AM

Registration, Continental Breakfast, and Exhibits (Memorial Union North—Stotler II & III)

8:30 AM

WELCOME AND OPENING REMARKS (Stotler II & III)

TRACK 1 (Memorial N201A)

TRACK 2 (Memorial N201B)

9:15 AM

Export Mistakes & Lessons Learned the Hard Way

U.S. International Foods (Missouri)

Using Local Resources to Expand Globally

Kuder, Inc. (Iowa)

9:45 AM

Steps to Success for Small Business Exporting

Serola Biomechanics, Inc. (Illinois)

Profiles of a Successful Exporter

Sunnen Products Co. (MO) & Hayes Abrasives (IL)

10:15 AM

BREAK

10:30 AM

From Small Town Ideas to Global Success

Elastec (Illinois)

Three Ways Government Assistance Helped Regrow

Our Exports — Link Electronics (Missouri)

11:00 AM

Breaking Cultural Barriers: Tips for Doing Business in

Latin America — 4B Components, Ltd. (Illinois)

Taking Exports from \$0 to \$1 Million—One

Manufacturer's Experience —SEV-REND (Illinois)

11:45 AM

LUNCH & KEYNOTE (Stotler II & III)

KEYNOTE ADDRESS

12:15 PM

“At the Intersection of Innovation, Technology and Human Ingenuity... Trade Prospers”

Martin Butler | Senior Lecturer | Stellenbosch University — South Africa

1:15 PM

BREAK - Transition to Panel Discussion (Stotler II & III)

DISCUSSION PANEL

“Managing Supply Chain Risk”

1:30 PM

Moderator — Anthony Ross, Distinguished Professor of Supply Chain Management, Trulaske College of Business

Panelists — Tom Dustman, International Sales Director, Sunnen Products Company (Missouri)

Tim Riley, President & CEO, Laclede Chain Manufacturing Co. (Missouri)

2:30 PM

BREAK—Dessert and Refreshments (Stotler II & III)

2:45 PM

TRACK 1 (Memorial N201A)

TRACK 2 (Memorial North 201B)

Best Practices and Lessons Learned—Export & Import

Double D Mats (Kansas) & Laclede Chain (Missouri)

Trade Finance: Beyond the Basics

U.S. SBA & EXIM Bank of the United States

3:15 PM

BREAK — Transition to Closing Session (Stotler II & III)

CLOSING SESSION

“Using Trade Policy as your Competitive Edge”

Karyn Page | CEO & President | Kansas Global Trade Services

3:30-4:30 PM

CONCLUDING REMARKS