



Advancing U.S. Exports of Power Technologies and Equipment

Monday, May 11, 2009, 1:00-5:00pm, Room 13

Electric Power Conference, Donald E. Stephens Convention Center

1:00-1:05 **Welcome and Introductory Remarks:**
Shannon Fraser, International Trade Specialist,
ITA's Office of Energy and Environmental Industries

Overview of World Markets for U.S. Power Technologies and Equipment:

1:05-1:25 Best Prospects and International Markets for U.S. Power Equipment
George Pickart, Government Relations Manager, General Electric

U.S. Exporting Programs and Breaking into International Markets:

1:25-1:45 Commercial Service Programs to Assist New to Market Exporters
Allen Patch, International Trade Specialist, CS-Des Moines

Financing and Ensuring Payment for Energy Projects:

1:45-2:05 Energy Project Financing for U.S. Companies
Barry Bint, Business Development Officer, Export-Import Bank, Chicago

2:05-2:25 Private Bank Lending for Energy Projects
Chantal Wittman, Vice President-Trade Finance, First American Bank

2:25-2:45 World Bank - Energy Projects
Kasia Batorski, Business Development Manager, Illinois Global Partnership

2:45-3:00 Q&A Session

3:00-3:10 Break

Intellectual Property Rights and Exporting:

3:10-4:00 How to Avoid Trouble in the U.S. and Overseas by
Thinking Through an Intellectual Property Strategy
James Housel, Patent Attorney, U.S. Patent and Trade Office

U.S. Company Export Experiences in Overseas Markets:

4:00-4:20 Greg Bierie, Global Manager, Project Sales, Martin Engineering

4:20-4:40 Salvador Palafox, Vice President, International Sales and Marketing, S&C Electric Company

Electric Power Country Market Overview:

4:40-5:00 Market Overview of Export Opportunities in Algeria
Kamal Achab, International Trade Specialist, FCS-Algeria

5:00-5:15 Q&A and Discussion Session