



The Port of Los Angeles, Southern California Edison, TIE, and Quanta Consulting, Inc.  
Present

# The India Trade Seminar

OPPORTUNITIES - MARKETS - KNOWLEDGE

The Greater Los Angeles Area, 2:30 - 9 PM, Wednesday, May 28, 2008  
Cerritos Center for the Performing Arts, 12700 Center Court Dr, Cerritos, CA 90703



**A Unique Look at Trade with India**  
**India Trends, Risks & Opportunities**  
**Real-World Case Studies**  
**Interactive & Compelling Sessions**



## SPEAKERS

Arnold Schwarzenegger, Governor, California (Invited)  
Claudio Lilienfeld, Office of the U.S. Trade Representative  
Ravi Tilak, CEO, AlmexUSA  
...And Expert Panelists

## AGENDA

2:30 PM - 6:00 PM Keynote Speakers & Expert panels.  
6:00 PM - 8:30 PM Reception with Cultural & Culinary Features.  
8:30 PM - 10:00 PM Post-Seminar Mixer

**Registration**  
**\$55 Only**  
**Free Parking**

## PARTNERS

U.S. Commercial Service, U.S. Department of Commerce; AeA;  
U.S. Chamber of Commerce; US-India Business Council; NetIP;  
FTA; USC Marshall School of Business; SABAN; CHCC.

**REGISTRATION: \$55 Admission**  
TIE: [www.socal.tie.org](http://www.socal.tie.org)  
jay.proano@socal.tie.org (562) 483-0426

**EVENT DETAILS & SPONSORSHIP:**  
Quanta Consulting ~ [www.QuantaCo.com](http://www.QuantaCo.com)  
Seminars@QuantaCo.com

[www.QuantaCo.com/seminars.html](http://www.QuantaCo.com/seminars.html) ~ Sponsorships Available

## **MAY 2008 INDIA TRADE SEMINAR - PANELS & ATTRACTIONS**

### **Keynote & Special Speakers (2:30 PM - 4 PM)**

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Arnold Schwarzenegger, Governor, California (Invited)  
Claudio Lilienfeld, South and Southwest Asia, Office of the U.S. Trade Representative  
Ravi Tilak, CEO, AlmexUSA

### **Panel I: Business in India, Partnerships, Culture (4 PM - 5 PM)**

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Opportunities & Trends in India. Cultural Factors. Partnerships & Negotiations

MODERATOR: R Sampath, Director, Global Sourcing, Quanta Consulting, Inc.

PANELIST: Dr. K. Ravi Kumar, Professor, USC Marshall School of Business

PANELIST: Ravi Tilak, CEO, AlmexUSA

PANELIST: Julie Anne Hennessy, Director, U.S. Commercial Service, U.S. Dept of Commerce

### **Panel II: Supply Chain, Logistics, Operations (5:15 PM - 6:15 PM)**

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Overview and Risks in Logistics/Operations. Trade Policies, Regulations, Customs in the US and India. Financial Instruments & LCs.

MODERATOR: Jim MacLellan, Director of Trade Services, Port of Los Angeles

PANELIST: Roger Clarke, President, LA Customs Brokers & Freight Forwarders Association.

PANELIST: Inder Sharma, CEO, American Induction Technologies

PANELIST: Art Stern, Desk Officer for India, U.S. Department of Commerce

### **Panel III: Finance, Banking, Legal, Risk (5:15 PM - 6:15 PM)**

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Banking/Financing Resources. Legal issues in the US & India. Mitigating Risk

MODERATOR: Scott Kaiser, Vice President, Wells Fargo HSBC Trade Bank

PANELIST: Brian Peck, Counsel for International Trade & IP, Crowell & Moring LLP

PANELIST: David Josephson, Western Regional Director, Export-Import Bank

PANELIST: Jehil Thakkar, Director, Emerging Markets Practice, KPMG International

PANELIST: Jeff Jankowiak, Partner, International Risk Consultants, Inc.

### **Evening Reception (6:15 PM - 8:30 PM)**

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Welcome: Frank J. Quevedo, Vice President, Southern California Edison.

Book Release: **New Mantras in Corporate Corridors**  
by Dr. Subhash Sharma, Dean, Indian Business Academy, Bangalore, India.

### **Special Attractions**

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Award: Export Achievement Certificate for AlmexUSA by the U.S. Dept of Commerce.

Automotive: Hybrid Car Display by SCE

Post-Seminar Mixer: At the Cerritos Sheraton.

### **Who Should Attend**

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Small-to-Medium Size Enterprises with an interest in trading with India. Service companies in the global transportation, financial, legal & trade insurance sectors. Corporations with an India strategy. Networking for professionals.