

International Market Solutions / NC Department of Commerce 2011

Textiles / Apparel Conference

International Market Solutions, in conjunction with the NC Department of Commerce, will hold our third one-day conference focusing on military and other Government agency markets. The Conference will be held on Tuesday, October 18, 2011 at the Grandover Conference Center right off of Business I-85 in Greensboro, NC.

We will hear from the Navy Exchange Service, NATO's Maintenance and Supply Agency, and learn how to sell to the State of NC. A senior official from the Defense Supply Center in Philadelphia will discuss changes going on in this very important organization. We will have a panel discussion on the controversial issue of reverse auctions. Several companies will discuss their experiences in dealing with the military/other government agencies. Our lunch speaker will be the Executive Director of the newly formed Warrior Protection and Readiness Coalition. We are excited to be able to hear from this new group. Other important, timely and interesting issues will be discussed.

We have had requests from companies to display some of their products at our event. This year we will provide 2.5 x 8 foot tables for the display of products. The tables will cost \$130 each. We will need to know well ahead of time those who wish to take advantage of this new feature for our event, as there will be a limited number of tables available.

There will be a registration fee of \$75.00 if paid ahead of time. The fee at the door will be \$90.00. Payment may be made by cash or check, no credit cards accepted. If you register and choose to pay at the door, due to food guarantees, no-shows will be expected to pay and will be invoiced. Mention " International Market Solutions" when making your hotel reservations for a special rate.

In addition, as we have done in the past, we will have a cocktail reception after the conference so that speakers and attendees will be able to network and discuss these very important markets.

Please register for the conference by calling or emailing:

Jim Leonard (336) 454-3583 email Cece454@aol.com

Jorman Fields (336) 668-7060 email TncFields@aol.com

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in **NORTH
CAROLINA**

IMS International Market Solutions
A World of Experience for the Global Market

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Tuesday, October 18th, 2011

Grandover Conference Center • Greensboro, NC

8:30 - 9:00	Registration
9:00 - 9:10	Introduction Jim Leonard, former Deputy Assistant Secretary Textiles/Apparel - US Dept. of Commerce
9:10 - 10:10	Discussion of the Reverse Auction Process Lizabeth Day, Chief Procurement Officer - Federal Prison Industries Jack Acheson - American and Efird
10:10 - 10:45	Sam Byassee, Director of Purchase and Contract N.C. Dept. of Administration
10:45 - 11:05	Break
11:05 - 11:50	Steve Arnette, NATO Maintenance /Supply Agency - Retired
11:50 - 1:15	Lunch Speaker - David Costello, Executive Director of Warrior Protection and Readiness Coalition
1:15 - 1:45	Col. Paul Dunahoe, USMC - Retired, Senior Program Analyst Science Application International Corporation
1:45 - 2:45	Bill Gerrow - Performance Textiles Michael Mansh - Penn Apparel - Group of 6
2:45 - 3:45	Defense Supply Center - Philadelphia
3:45 - 4:05	Break
4:05 - 4:45	Jack Keenan - Navy Exchange Service
4:45 - 4:55	Jim Leonard/Jorman Fields Wrap Up
5:00 - 6:30	Reception Sponsored by Duke Energy and Progress Energy

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