



# SALINA AREA INTERNATIONAL TRADE CONSORTIUM WINTER CONFERENCE

**Where traders rendezvous to share  
and learn from each other**

**7:30 a.m. .... Coffee**

**8:15 a.m. .... Welcome & Overview**

Dennis Lauver, President and CEO,  
*Salina Area Chamber of Commerce*

Dr. Raffaele DeVito, Chair,  
*Kansas International Trade Coordinating Council*

**8:25 a.m. .... Certificates of Origin  
and Other Export Documents**

Presented by Rick Held: Export Freight Forwarder  
Certificates of Origin are an integral piece of FTA;  
understanding them and the other export documents are the  
skeleton key to understanding the export paper trail.

**9:15 a.m. .... Break**

**9:30 a.m. .... Discerning International Trade Panel**

International Trade S.W.O.T.

Moderator: Dr. Linden Dalecki, Associate Chair, KITCC

Panelists:

Rick Held, Export Freight Forwarder • Dennis Lauver, Salina  
Area Chamber of Commerce • Robert Rebori,  
Bio-Microbics, 2010 Kansas Governor's Exporter of the Year  
• Gabe DiGiorgio, Commerce Bank • Daniel Rauchholz,  
Great Plains Manufacturing, 2006 Kansas Governor's  
Exporter of the Year

**10:15 a.m. .... Panelist and Audience Discussion**

Facilitators: Dr. Dalecki and Dr. DeVito

**11:30 a.m. .... Closing Remarks**

Dr. DeVito

Thursday, December 1

7:30 - 11:30 a.m.

Salina Chamber of Commerce

Visit Salina Annex

120 W. Ash St.

Salina, KS 67401

(785) 827-9301

*If you are a business owner, marketing or sales manager or  
a freight logistics manager and are engaged in trade, this  
conference is for you. Join us and learn what trade is about,  
how globalization can benefit your organization and how  
others are addressing their trade problems.*

**ADMISSION IS FREE.**

**CLICK HERE** to register online.

**CONTACT FOR QUESTIONS:**

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