



**In conjunction with Expo 2009, the Transportation Club is pleased to offer two Educational Seminars:**

**9:30 am – 11:00am**

**Shipping Overseas? *Get it There and Get Paid***

**Description:** Smooth sailing or lost at sea? Need help to mitigate bumps in international trade transactions to ensure safe delivery of your goods to your customer and keep your cash flow in the right direction? International trade experts — a freight forwarder, an international operational consultant, and an industry logistics manager — will offer their suggestions for finding service providers and maintaining best practices.

***Presented in partnership with the MN Trade Office***

**2:30 pm – 4:00 pm**

**"Turbulence Ahead: Air Cargo in the Era of Increased Security and Regulations"**

**Description:** This seminar will introduce shippers and carriers to regulations or legislation that will impact the transportation industry in the near future. Content will include TSA rules and regulations that impacts cost, transit time and flexibility of shipping in our industry.

***Presented in Partnership with the Air Forwarders Association***

**These are 'free' seminars open to anyone who is attending the Expo. Register now to guarantee yourself a seat.**

**Simply email your Name, Company, and phone number, by March 20, 2009, to: [office@transportationclub.com](mailto:office@transportationclub.com)**

**SEE YOU THERE!**

**Morning Session**  
**Breakout presented in partnership with**  
**The Minnesota Trade Office**

**Date:** March 24, 2009

**Time:** 9:30 a.m. to 11:00 p.m.

**Location:** Bloomington Sheraton Hotel, in Bloomington, Minnesota.

**Breakout Program Title: Shipping Overseas? Get it There and Get Paid**

**Description:** Smooth sailing or lost at sea? Need help to mitigate bumps in international trade transactions to ensure safe delivery of your goods to your customer and keep your cash flow in the right direction?. International trade experts — a freight forwarder, an international operational consultant, and an industry logistics manager — will offer their suggestions for finding service providers and maintaining best practices.

**Introduction by:** **Mary Jo Stangl**, Minnesota Trade Office

**Speakers:** **Nathan Shutes**, Global Sales, CH Robinson, Worldwide Inc.  
**Bonnie Anderson**, International Operational Consultant, WTH International Services, LLC  
**Mark Miller** Corporate Logistics Manager, Multek Flexible Circuits / Sheldahl Technical Materials

**Speaker Biography:**

**Nathan Shutes**, Global Sales  
CH Robinson, Worldwide Inc.  
Nathan.shutes@chrobinson.com

Nathan began pursuing his interest in logistics while at the University of Wisconsin-Superior, graduating with a B.S. in Transportation and Logistics Management in 2002. Shortly before graduating, he accepted a position with C.H. Robinson in their ocean export group. Soon after he became the Export Manager where he stayed until 2005. To become more well-rounded in the industry, he then went to the import side for two years and eventually became a Pricing Analyst. He has spent the past year working in Global Sales at C.H. Robinson where he says he has found the perfect fit for his personality.

**Bonnie Anderson**, Trade Compliance Consultant  
WTH International Services, LLC  
www.wthinternational.net

A graduate of Metropolitan State University, Bonnie is a seasoned professional, having been employed by several high technology manufacturing companies, including 10 years for a military defense contractor. Bonnie has over 39 years experience in international trade, holding various positions in International Contracts, International Traffic/Logistics, Offshore Procurement, International Program Management and Import/Export Trade Compliance. Bonnie regularly speaks at various trade seminars, is licensed by Minnesota State Colleges and Universities to instruct in International Trade and is an adjunct instructor at St. Paul College. She is a current member and former director of the Midwest Global Trade Association and a member of the Twin Cities Import Export Council.

**Mark Miller**, Corporate Logistics Manager  
Multek Flexible Circuits / Sheldahl Technical Materials  
Mark.Miller@Multek.com

Mark is the Logistics and Trade Compliance Manager at Multek Flexible Circuits, Inc. and Sheldahl Technical Materials in Northfield, MN, and has held that position for 10 of his 14 years at the company. Mark has worked in various supply chain positions over his 30+ year career in the field, in the areas of inventory, purchasing, and domestic and international logistics. He is also a member of the Midwest Global Trade Association.

**Afternoon Session  
Breakout presented in partnership with  
Air Forwarders Association**

**Date:** March 24, 2009

**Time:** 2:30 pm to 4:00 pm

**Location:** Bloomington Sheraton Hotel, in Bloomington, Minnesota.

**Breakout Program Title:** "Turbulence Ahead: Air Cargo in the Era of Increased Security and Regulations"

**Description:** This seminar will introduce shippers and carriers to regulations or legislation that will impact the transportation industry in the near future. Will include TSA rules and regulations that impacts cost, transit time and flexibility of shipping in our industry.

**Introduction by:** Lynn Olson, Transportation Club of Minneapolis/St. Paul

**Speaker:** Brandon Fried, Executive Director , Air Freight Forwarders Association

**Speaker Biography:** Brandon Fried has more than 28 years of experience in the airfreight industry. He is from Washington, D.C., where he founded and owned the local office of Adcom Worldwide, a global freight forwarder specializing in time definite air cargo transportation. Brandon oversaw daily operations and security for Adcom for 25 years before selling his interest to begin consulting air cargo companies on business strategy and management practices.

While still at Adcom, Brandon joined the Airforwarders Association and was soon elected Chairperson in 2001. He served two consecutive terms as Chair and remained an active member of the Board of Directors.

In November of 2005, Brandon was appointed to serve as the new executive director of the Airforwarders Association. As executive director, Brandon represents the Association on all security matters and recently was appointed by Department of Homeland Security Secretary Michael Chertoff to serve on the Aviation Security Advisory Committee (ASAC) working group in counsel to the Transportation Security Administration. He also advocates for the industry in the halls of Congress, the Department of Homeland Security and is the public face of the Airforwarders Association.

Brandon is a recognized expert on the air cargo industry and regularly comments for major trade publications such as *Traffic World*, *Air Cargo World*, *Journal of Commerce* and *International Freighting Weekly*. He continues to educate and advocate for forwarders in national publications, including the *Washington Post*, *the Columbus Dispatch*, *the Los Angeles Times* and *USA Today*. He has also appeared on National Public Radio, CNN News and C-SPAN's *Washington Journal* television shows.

A graduate of Syracuse University, Brandon is currently a candidate for a master's degree in business administration and lives in Chevy Chase, Md. with his wife Kim and two children, Evan and Jordan.