

The Global Business Club of Mid-Michigan began in 1990 as the International Business Forum with a target audience of academics, public policy makers, and the local business community. The GB Club is dedicated to supporting global business growth tied to Michigan and its diverse corporations. The main activity of the GB Club is a luncheon speaker series.

Organized by Michigan State University's Center for International Business Education and Research (MSU-CIBER), the GB Club is co-sponsored by Foster, Swift, Collins and Smith, P.C., the Greater Lansing Regional Chamber of Commerce, The Greater Lansing Business Monthly, Lansing Community College, Michigan State University Center for Advanced Study of International Development (CASID), Center for Gender in Global Context (GenCen), and the MSU College of Law. The monthly GB Club luncheons and corresponding seminars provide outstanding speakers and relaxed networking opportunities for anyone interested in international business.

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Global
Business Club
of Mid-Michigan

April Program

Global: It is a Two Way Process



Wednesday, April 13, 2011

John E. Szykiel, President and CEO,
Spartan Motors, Inc.

MICHIGAN STATE
UNIVERSITY

Broad College of Business
Center for International Business
Education & Research (MSU-CIBER)

FOSTER SWIFT
FOSTER SWIFT COLLINS & SMITH P.C. ATTORNEYS



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MICHIGAN STATE UNIVERSITY

Broad College of Business
Center for International Business
Education & Research (MSU-CIBER)

Wednesday, April 13, 2011

Foreign Trade Zones and International Financing

The Henry Center for Executive Development, B119, 3535 Forest Road, Lansing
Lunch to follow in Rooms 106-107

Agenda:

- 9:00–9:30 a.m.** **Registration**
- 9:30–9:45 a.m.** **Welcome and Port Lansing/ FTZ No. 275 Overview**
Brent Case, Vice President, International Business Services, Lansing Regional Chamber of Commerce
- 9:45–10:45 a.m.** **FTZ Options and Operations**
Greg Bousquet, Director, Materials Management Solutions, LLC
- 10:45–11:00 a.m.** Break
- 11:00–11:30 a.m.** **Financing International Efforts**
Bruce Brogan, Vice President, Global Trade Solutions, Fifth Third Bank
Sub-topics will include:
Establishing a business relationship overseas
- Understanding the types of risk involved in international trade
- How to mitigate financial risks, for Importers and for Exporters
- Sources of financial assistance (for exporters)
- 11:30–11:50 a.m.** **Q & A**
- 11:50 a.m.–12:00 p.m.** **Closing Remarks** Jean Shtokal, Shareholder, Foster, Swift, Collins & Smith, P.C.
- 12:00–1:15 p.m.** **Global Business Club of Mid-Michigan Luncheon**
Keynote Speaker John E. Szykiel
President and Chief Executive Officer, Spartan Motors, Inc.
"Global: It is a Two Way Process"

Registration

The cost is \$25 for the lunch.

Register/RSVP now at: <http://GBClub.msu.edu>

You can choose to pay by credit card, check, or cash online. Check or cash payments will be collected at the door.

Call 517-353-4336 if you are having trouble registering online.

LUNCH KEYNOTE

Wednesday, April 13, 2011, "Global: It is a Two Way Process"—John E. Szykiel, President and Chief Executive Officer, Spartan Motors, Inc.



The Spartan Motors, Inc. Board of Directors elected John E. Szykiel as the president and chief executive officer in June 2002. Prior to the election, John served as the president and chief operating officer of Spartan Motors, beginning in 1992 and as a director since 1988. During that time, he also held the position of president of the company's largest subsidiary, Spartan Chassis.

John has been with the company since 1985, serving in a number of operations, sales, and marketing positions during his tenure. He was also instrumental in Spartan Motors' entry into the motorhome market with its rear-engine diesel pusher chassis in 1985.

Spartan Motors, Inc. designs, engineers, and manufactures specialty chassis, specialty vehicles, truck bodies, and aftermarket parts for the recreational vehicle (RV), emergency-response, defense, government services, delivery, and service markets. The Company's brand names—Spartan™, Crimson Fire™, Crimson Fire Aerials™, and Utilimaster®—are known for quality, value, service, and first-to-market innovation. The Company employs approximately 1,500 at facilities in Michigan, Pennsylvania, South Dakota, Indiana, and Texas. Spartan reported sales of \$481 million in 2010 and is focused on becoming a global leader in the design, engineering, and manufacturing of specialty vehicles and chassis.

Before coming to Spartan Motors, John was employed by Burroughs Corporation (now Unisys) and also worked for Eaton Corporation for five years.

John serves on the LEAP (Lansing Economic Area Partnership) Board as well as the Public Relations Committee of RVIA (Recreation Vehicle Industry Association), and was past president of the FAMA (Fire Apparatus Manufacturers' Association) Board.

John Szykiel is a graduate of the Michigan State University sales and marketing division, as well as a former Michigan State University hockey three-letter winner. He and his wife Joni have three biological and two adopted children. His outside interests include golf, hockey, skiing, cooking, and community projects for children.

Council Co-Chairs

Jean Shtokal, Foster, Swift, Collins & Smith, P.C.
Bill Motz, Lansing Community College

Council Members

Patricia Claire, Willingham & Coté, P.C.
Tim Daman, Lansing Chamber of Commerce
Robert Glew, CASID, MSU
Stacy Hansen, TechSmith
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Mary McCune, The Rehmann Group
Joshua Tudor, JPMorgan Chase Bank, N.A.
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