

Association for Corporate Growth

Middle Market Growth in Uncertain World Markets: Risk and Opportunity

International Conference

MARCH 18, 2008

Sheraton Chicago Hotel & Towers
301 East North Water Street, Chicago, IL

ACG Chicago

Registration Fees

Registrations Received by February 26, 2008

ACG Members	\$325.00
Non-Members	\$375.00

Registrations Received after February 26, 2008

ACG Members	\$375.00
Non-Members	\$425.00

Cancellations received in writing to tcobb@acg.org no later than February 29, 2008 will receive a refund minus a \$50 processing fee. There are no refunds for cancellations received after February 29, 2008.

About ACG Chicago

ACG Chicago is a leader in the Association for Corporate Growth (ACG) global network with over 11,000 professionals. Nearly 1000 foremost authorities in their fields comprise this diverse and knowledgeable Chicago network of corporate executives, capital sources, corporate advisors and service providers. Members of ACG Chicago share a strong commitment to leadership in the field of strategic corporate growth. ACG Chicago, recipient of the 2006-2007 Outstanding Chapter Programming Award, provides its members with programs highlighting professional and business opportunities as well as the most current information. These events draw upon today's deal-making and corporate growth leaders in ongoing luncheon series, breakfast seminar, regional conferences, publications and social events.

To Register

go to www.ACGChicago.com or call 630-455-1740



Frank R. Mack
Conway MacKenzie &
Dunleavy



David Laverty
International Counsel

On behalf of the 2008 ACG International Conference Committee, it is our pleasure welcoming you to the third annual ACG Chicago International Conference, *Middle Market Growth in Uncertain World Markets: Risk and Opportunity* being held at the Sheraton Hotel and Towers in Chicago.

Consistent with ACG Chicago's mission to provide timely and relevant education to its members, this conference features keynote speakers and expert panelists from around the world who will be discussing international growth strategies that maximize success in global markets and reduce risk in the face of uncertain debt and equity markets.

Our keynote speaker is Robert B. Reich, Professor of Public Policy at the University of California at Berkeley, who was the Secretary of Labor under President Bill Clinton. Mr. Reich has written 11 books, including *The Work of Nations*, the best-sellers *The Future of Success* and *Locked in the Cabinet*, and *Supercapitalism*. His articles have appeared in the *New Yorker*, *Atlantic Monthly*, *The New York Times*, *The Washington Post*, and *The Wall Street Journal*. He is a frequent and popular speaker on international business issues, and his weekly commentaries on public radio's "Marketplace" are heard by nearly five million listeners.

The conference will open with a keynote roundtable featuring Stephanie Metha, Global Editor of Fortune, as moderator, and Terry Growcock, Chairman of Manitowoc and Robin Marshall, a Partner of 3i, will discuss and debate the globalization of mid-market companies, the roles of international companies and private equity investors, and the political and economic dimensions of globalization. The topics of our five blue ribbon panels were carefully chosen for relevance and timeliness and are populated by internationally recognized business people.

As always, the 2008 ACG Chicago International Conference will offer exceptional venues for networking, deal making and relationship building. ACG is about building businesses through relationships, and we encourage you to take advantage of all of the networking events being offered

The 2008 ACG International Conference Committee had quite a challenge creating *Middle Market Growth in Uncertain World Markets*. Last year's conference "*Is the World Really Flat?*" attracted over 300 attendees, gained international recognition in the business media, and was one of the reasons ACG Chicago won the 2007 ACG Outstanding Chapter Programming Award. Please join your colleagues at *Middle Market Growth in Uncertain World Markets* which we believe will exceed last year's award winning performance as an exceptional high-quality conference.



Don't Miss Our 12:30 PM Keynote Speaker

Robert Reich

Professor of Public Policy, University of California/Berkeley
Former Secretary of Labor and author of *Supercapitalism* & *The Work of Nations*.

Register Now!

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Grant Thornton LLP

Agenda

7:30 – 8:30 AM

Registration and Buffet Breakfast

8:30 – 9:45 AM

Welcome followed by Featured Breakfast Roundtable.

INTERNATIONAL PRIVATE EQUITY AND CORPORATE GROWTH—STRATEGIES IN UNCERTAIN TIMES.

We take great pleasure in opening our conference with a breakfast keynote roundtable discussion moderated by Fortune Magazine's Global Editor and featuring the Chairman of a company built on global expansion and the US head of one of the most international of private equity firms.

Moderator: **Stephanie Mehta**, Global Editor, Fortune Magazine

Panelists: **Terry Growcock**, Chairman, The Manitowoc Company
Robin Marshall, Founding Partner,
3i US Growth Capital

9:45 – 10:00 AM

Break

10:00 – 11:00 AM

CONCURRENT PANELS

A. STRATEGIC EXPANSION OPPORTUNITIES IN BRIC GROWTH MARKETS: BRAZIL, RUSSIA, INDIA AND CHINA

We have all heard about the big-picture opportunities in BRIC countries, but what about translating theory into action in these uncertain times? How does a company pursue strategic expansion opportunities in BRIC countries and what expansion efforts can truly yield bottom-line results? Those who have "Been There and Done That" will explain key factors in assessing market entry opportunities in each of these countries and their comparative advantages and disadvantages. We explore the unique dynamics in each BRIC country for negotiating, structuring and getting deals done, with a special focus on the challenges of mid-market companies.

Moderator: **Mike Molloy**, Vice President, Emerson Electric Co.

Panelists: **William Lipsman**, General Counsel, OSI Group
Art Malin, Director, New Business Development,
Plastics Packaging and Printing Group,
Illinois Tool Works

Pradeep Nedungadi, Principal, Visthar

7:30 - 11:00

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10:00 - 12:15

B. TRENDS IN CROSS-BORDER OPERATING COMPANY EXPANSION: WHEN DOES DIRECT INVESTMENT MAKE SENSE, AND WHEN IS IT BETTER TO EXPAND BY CONTRACT?

Why go through the expense and pain of foreign direct investment when a few little contracts with foreign partners can get your widgets made and your code written? We take a hard look at the decision-making process companies use to decide when and how they should invest internationally, and when outsourcing or other contract-based expansion is preferable. When is control through equity ownership important, and when are contract arrangements sufficient? What about starting with sourcing and then moving on to direct investment, including the advantages of gaining experience with a local company before buying it? If the cross-border expansion is motivated by the need to follow a customer, is direct investment essential or are contract arrangements still an option?

Moderator: **Joe Raudabaugh**, President, A.T. Kearney
Procurement Solutions

Panelists: **Denise McKinney**, Director Corporate Development,
Boeing
Al Reid, Vice President, Corporate Development,
Abbott Laboratories
Brett Tucker, Principal, Baird Capital Partners

11:00 – 11:15 AM

Break

11:15 -12:15 PM

CONCURRENT PANELS

A. INTERNATIONAL DEAL FIRM EXPANSION: HOW ARE PRIVATE EQUITY FIRMS, INVESTMENT BANKS AND CONSULTANTS RISING TO THE CROSS-BORDER CHALLENGE?

Our firm wants a seat at the international deal table—now how do we get fed? We have asked our experts to give us a realistic look at how private equity firms, investment bankers, turnaround firms and related consultants deploy their resources to serve the cross-border needs of their portfolio companies and clients. Many investors also want to prepare for direct foreign investment, and deal firms are looking for ways to position themselves to add value to internationally-expanding clients.

Moderator: **Michael Arndt**, Editor, BusinessWeek Chicago

Panelists: **Michael E. Gibbons**, Senior Managing Director &
Principal, Brown Gibbons Lang & Company
David Posner, Chief Executive Officer,
Calder Capital Partners
Andy Rice, Senior Vice President, International,
The Jordan Company
Brian Smith, Managing Director, CM&D Shanghai

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11:15 - 2:45

B. WHAT'S AHEAD INTERNATIONALLY FOR KEY INDUSTRY SECTORS?

Each industry has special needs and challenges in entering international markets. Using examples from important industry sectors, we help our audience to evaluate what it is about their own industries that deserves special attention and presents unique opportunities in venturing outside of the home market. Each panelist will tell us what key risk factors and performance objectives played a role in their cross-border experience. Of course, each will bring along an industry-appropriate crystal ball to tell us what to expect in the next 5 years.

Moderator: **Chari Aweidah**, Consultant, JL Solding Associates

Panelists: **Brian Crannell**, Director Business Development,
Littelfuse

Noel Elfant, General Counsel, Zebra Technologies

David Wolf, Chairman, Fremont Group

12:15 – 12:30 PM

Break

12:30 -2:30 PM

LUNCHEON featuring our Keynote Speaker – **Robert Reich**, Professor of Public Policy, University of California/Berkeley, Former Secretary of Labor and author of *Supercapitalism & The Work of Nations*

2:30 – 2:45 PM

Break



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2:45 - 5:00

2:45 – 3:45 PM

CLOSING FULL PARTICIPATION PANEL

CHANGING CAPITAL MARKETS:

RAISING DEBT AND EQUITY IN UNCERTAIN TIMES

We invite all conference participants to join us for our focus on the key changes that have impacted both the debt and equity markets since the beginning of the credit squeeze in the Summer of 2007. What do companies, private equity firms and dealmakers need to know about the impact of these changes on cross-border projects and capital flows? Our panelists will share real examples from their recent experience in raising debt and equity in current markets, as well as offer their prognosis on what to expect in the future.

Moderator: **Michael Carsella**, Senior Vice President/Manager—
Cross Border Finance, LaSalle Business Credit

Panelists: **Frank Ballantine**, Partner, Reed Smith
Thomas Begley, Senior Managing Director,
Pfungsten Partners

John Fiore, Executive Director, Global Credit
Markets, JPMorgan Securities, Inc.

Bradley Stewart, Vice President Financing,
Audax Group

3:45 – 5:00 PM

Cocktail Reception

40 Celebrating
years
Of Corporate Growth Leadership



KEYNOTE SPEAKER

Robert B. Reich

Robert B. Reich, one of the nation's leading thinkers about work and the economy, is Professor of Public Policy at the University of California at Berkeley. Previously, he was University Professor at Brandeis University, and Professor of Social and Economic Policy at Brandeis's Heller Graduate School.

Before joining UC-Berkeley and Brandeis, Reich served as the nation's 22nd Secretary of Labor during President Bill Clinton's first term and directed Clinton's economic transition team at the start of the administration. Under Reich's leadership, the Labor Department moved forward on several path-breaking initiatives to build the skills of American workers, cracked down on unsafe worksites and on fraudulent purveyors of pensions and health insurance, and began a national initiative to abolish sweatshops. As secretary he also oversaw the enactment of the Retirement Protection Act, the Family and Medical Leave Act, and the first increase in the minimum wage since 1989.

Before heading the Labor Department, Reich was a member of the faculty of Harvard University's John F. Kennedy School of Government. He served as an assistant to the Solicitor General in the Ford Administration where he represented the United States before the Supreme Court, and he headed the policy planning staff of the Federal Trade Commission in the Carter Administration.

Professor Reich is the author of 11 books including *The Work of Nations*, which has been translated into 22 languages, the best-seller *Locked in the Cabinet*, published by Alfred Knopf, and *The Future of Success*, which in 2002 was ranked by *BusinessWeek* magazine as the #2 best-selling business book. His recent book *Reason* describes what America can do to achieve both high growth and widespread prosperity. His latest book is entitled *Supercapitalism: The Transformation of Business, Democracy, and Everyday Life* (September 2007). He has written more than 200 articles on the global economy, the changing nature of work and the centrality of human capital. He is a consultant to many governments and corporations.

Reich's commentaries are heard weekly on public radio by nearly five million people, and his columns appear regularly in *The Los Angeles Times*, *The New York Times*, and other major national newspapers. He is co-founder of and contributing editor for *The American Prospect* magazine, and is a regular economic commentator on CNBC.

In late 2003 professor Reich was awarded the prestigious Václav Havel prize, in Prague, for his original contributions to world thinking and culture.

In 2004, he was named one of America's three most influential opinion leaders on business and the economy, based on a study by Accenture.

He is also, we should add, an accomplished playwright. In summer of 2005, his new play, *Public Exposure*, broke box office records at its world premiere on Cape Cod.

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Questions or Comments

Contact Terry Cobb, Vice President of Operations at (630) 455-1740 or via email at tcobb@acg.org

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