



AMBASSADOR CIRCLE AWARD

1997 - John McClellan
1998 - Brian Brundin
1999 - Pete Nelson
2000 - Ben Barerra
2002 - Dennis Bird
2006 - Joseph Henri

29 June 2007

WTCAK's Trade Development Programs Focus on Alaska's Top Markets and the Search for New, High-Potential Markets of the Future

Dear Members and Friends of the Center:

Over the past several years, World Trade Center Alaska (WTCAK) has put into motion a number of trade development programs that seek to expand exports and other business activities with Alaska's top trading partners. The latest of these focused programs is the ***Canada: Opportunities Next Door*** program that was announced earlier this month.

The Canadian program joins WTCAK's trade development portfolio that also includes programs involving Japan, Korea and China, the state's top three markets, respectively. In addition to these four country-focused efforts, WTCAK also has a program that endeavors to identify emerging new markets for Alaskan exporters. The ***New Markets-New Customers*** program has begun its search for high-potential opportunities in places like Singapore, Vietnam and India. This is a forward-looking effort to expand Alaska's exports by finding new customers and then helping Alaskans to pursue these opportunities. (Please see attached page listing the five programs)

I should point out that WTCAK provides information and assistance to our members and community partners wherever in the world they seek to do business. However, with nearly 70 percent of Alaska's overseas business taking place in these top four markets, it happens that many of our members are seeking to initiate or expand business in these particular countries. Our trade development programs are geared towards helping Alaskans: learn more about these markets, make contacts with business and government officials, and to find customers.

To find out more about any of these programs, please visit our website www.wtcak.org or contact World Trade Center Alaska at 278-7233 or by email: info@wtcak.org.

Best Regards,

Greg Wolf
Executive Director



**WORLD TRADE CENTER
ALASKA**

For more information
on these programs and other
activities please visit our web site:
www.wtcak.org

TRADE DEVELOPMENT PROGRAMS:

Japan Focus
ジャパン フォーカス

Japan Focus is a trade development program of World Trade Center Alaska. The program provides information and services to Alaskans seeking to do business in Japan.

KOREA
Connection

Korea Connection is a trade development program of World Trade Center Alaska. The program offers information and assistance to Alaskans seeking to do business in Korea.

CHINA CALLING 中国

China Calling is a trade development program of World Trade Center Alaska. The program is designed to assist Alaskans to identify and pursue business opportunities in China

CANADA:
Opportunities Next Door

Canada: Opportunities Next Door is a trade development program of World Trade Center Alaska. The program helps Alaskans to pursue business opportunities in Canada.

New Markets
New Customers

New Markets-New Customers is a trade development program of World Trade Center Alaska. The program aims to identify new export markets for Alaskans and assist them to pursue opportunities in these markets