



## Workshop for SMEs on Exporting Apparel Products to Canada

Trans Luxury Hotel, Bandung, 2-3 May 2017  
Alila Hotel, Solo, 8-9 May 2017

### AGENDA

DATE	TIME	ACTIVITY	SPEAKERS/PRESENTERS
Day 1	08:00 – 08:30	Registration	
	08:30 – 09:00	Opening Remarks	<ul style="list-style-type: none"> <li>• TPSA</li> <li>• Ministry of Trade</li> <li>• Apparel Association</li> </ul>
	09:00 – 09:30	The Canadian Import Market The Canadian Apparel Market	Maria Fernanda Guzman Apparel Expert EQ Foundation
	09:30 – 09:45	Q&A session (15 minutes)	
	09:45 – 10:15	Trend Following	
	10:15 – 10:30	Q&A session (15 minutes)	
	10:30 – 11:00	COFFEE BREAK – NETWORKING	
	11:00 – 11:30	Labeling Requirements	Maria Fernanda Guzman Apparel Expert EQ Foundation
	11:30 – 11:45	Q&A session (15 minutes)	
	11:45 – 12:15	Incoterms—Product Presentation (Digital presence, Line Sheet)	
	12:15 – 12:30	Q&A session (15 minutes)	
	12:30 – 14:00	Lunch break	all participants
	14:00 – 14:30	Export price list Preparation	Maria Fernanda Guzman Apparel Expert EQ Foundation
	14:30 – 14:45	Q&A session (15 minutes)	
	14:45 – 15:15	Digital presence	
	15:15 – 15:30	Q&A session (15 minutes)	
	15:30 – 16:00	COFFEE BREAK – NETWORKING	
	16:00 – 16:30	Line Sheet	Maria Fernanda Guzman Apparel Expert EQ Foundation
	16:30 – 16:45	Q&A session (15 minutes)	EQ Foundation

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Day 2	09:00 – 10:00	Negotiations Skills	Maria Fernanda Guzman Apparel Expert EQ Foundation
	10:00 – 10:15	Q&A session (15 minutes)	
	10:15 – 10:45	Packaging	
	10:45 – 11:00	Q&A session (15 minutes)	
	11:00 – 11:30	COFFEE BREAK – NETWORKING	
	11:30 – 12:00	Logistics	
	12:00 – 12:15	Q&A session (15 minutes)	
	12:15 – 13:00	Gender and Environmental Considerations	TPSA Experts
	13:00 – 14:30	Lunch break	All Participants

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