

Registration is now open for the GOCA spring conference in Monterey, California!



**Spring 2007 Conference
Monterey, California • May 20 – 23, 2007
Monterey Plaza Hotel & Spa**



When

The conference will begin Sunday afternoon, May 20th, with registration and an opening reception. Monday and Tuesday will feature speaker presentations and panel discussions. The conference will conclude Tuesday evening, May 22nd, with a wine tasting, tour, and dinner at Château Julien.

Where

The GOCA Spring 2007 Conference will be held at the **Monterey Plaza Hotel & Spa** located along the Pacific Ocean on historic Cannery Row in Monterey, California.

Conference Information

We are excited about the conference agenda which will focus on countries with sales prospects and opportunities for competitive suppliers such as India, Israel and Turkey. We will also feature case studies and a panel on the enhanced role of first tier contractors in today's global environment. We have already confirmed two offset czars and look forward to updating everyone on our agenda as our invitations are confirmed.

The closing conference dinner will be held at Château Julien, an internationally renowned wine estate and restaurant located in Carmel Valley. Tuesday evening's event will include a wine tasting, tour and dinner. www.chateaujulien.com

Preliminary Conference Agenda

The conference hosts are putting together an informative series of presentations. Please note that topics and speakers are subject to change before the conference.

- **Fremont Group & Report on Middle East Regional Offset Conference**
David F. Wolf, President, Fremont Group, LLC
- **India: Challenges of Doing Business and Collaborating in Aerospace and Defense**
Panel with Mayank Patel, President, Tri Polus; Gunjan Bagla, Amritt Ventures; and other industry representatives
- **Russia: Political/Industrial Landscape, A Decade of Restructuring**
Dr. Sergey V. Kravchenko, President, Boeing Russia/CIS, The Boeing Company
- **The Spanish Offset Perspective**
A representative from ISDEFE
- **Turkish Industry Participation**
Osman Okyay, Executive Vice President and Managing Director, KaleKalip
- **Offset in South Africa**
TBA
- **Israeli Cooperation for Military & Civil Industrial Participation**
Bina Bar-On, Director General, Industrial Cooperation Authority
- **Political and Business Development in Latin America**
Ambassador Alexander F. Watson, Managing Director, Hills & Company
- **BAE Systems Case Studies on Industrial Participation (Europe & U.S.)**
G.T. Gargett, Director of Industrial Partnerships, Head of Sales & Marketing, BAE Systems
- **Creative Marketing/Finance to Slovenia, Croatia, and the Baltic Countries**
James M. Barkas; Managing Director; BNI Group, Inc.
- **Australian Industrial Participation and IP Goals to Be Achieved**
TBA
- **First Tier Contractor's Offset Obligations: A View from an Engine Manufacturer**
Heinz Jürgen Kumpf, MTU
- **Enhanced Roles of First Tier Contractors**
Panel discussion includes representatives from The Boeing Company, EADS, Vought Aircraft, MTU, and Latecoere
- **Changing Offset Environment in Europe**
Jürgen Missling, Chairman, Deutsches Kompensations Forum e.V. (DKF)

Conference Fees

The conference registration fee for GOCA members is \$595, for non-members \$950, and the spouse fee is \$120. The attendee registration fee includes attendance at the two-day conference, breakfasts and lunches on Monday and Tuesday during the conference, the opening reception, and the concluding dinner. The spouse/partner registration fee includes attendance at the opening reception, the concluding conference dinner, and a spouses program. A late fee of \$55 will be added to registrations received after Monday, April 23rd, 2007. Cancellations for conference registrations received after Monday, May 7th, 2007 will not be refunded. The deadline for conference registration/payment is 5 pm U.S. ET on Monday, May 14th, 2007.

Four Easy Ways to Register for the Conference

Mail: Complete the attached registration form and mail with payment to:
G.O.C.A., 818 Connecticut Avenue, N.W., 12th Floor, Washington, D.C. 20006, U.S.A.

Fax: Fax the registration form with payment information to 202-872-8324.

Email: Email the registration form as an attachment to: kbubolz@ibgc.com

Online: www.globaloffset.org

Once on the GOCA Web site, follow the links for conferences > upcoming conference.

*For questions about conference registration, call Katy Bubolz at 202-887-9011
Monday through Friday, 9:00 am to 5:00 pm U.S. ET.

Reservations at the Monterey Plaza Hotel & Spa

We have negotiated special guestroom rates at the Monterey Plaza Hotel & Spa for the nights of May 20th – 22nd, 2007. Spring is a highly desired time of year to visit Monterey, so conference attendees are encouraged to make their own hotel reservations early. The guestroom rates at the Monterey Plaza Hotel & Spa for May 20th – 22nd are subject to the City of Monterey tax at the time of the conference and are as follows:

Inland View:	\$199.00
Partial Ocean View:	\$275.00
Ocean View:	\$320.00

For pre-conference hotel reservations, the Inland rate will be offered on Thursday, May 17th, 2007 based on availability. The Inland rate will also be offered on Friday, May 18th, 2007 and Saturday, May 19th, 2007 for a set number of rooms and based on availability. Thereafter for pre-conference hotel reservations, Inland rooms will be offered at \$230.00 per night based on availability.

For post-conference hotel reservations, extended stays are subject to availability at the Inland group rate for Wednesday, May 23rd, 2007 and Thursday, May 24th, 2007. Thereafter for post-conference hotel reservations, Inland rooms will be offered at \$230.00 per night based on availability.

After the cutoff date of April 26th, 2007 at 10 pm PT, hotel reservations at the Monterey Plaza Hotel & Spa are subject to general availability.

To make hotel reservations with the Monterey Plaza Hotel & Spa, please call their Reservations Department. The Reservations Department is open Monday through Friday 7 am to 10 pm U.S. PT, as well as Saturday and Sunday 8 am to 8 pm U.S. PT. Conference attendees will be asked to guarantee their hotel reservations with a credit card, and this card will be charged the first night's room rate plus tax.

Monterey Plaza Hotel & Spa Reservations Phone Number: 1-800-334-3999
State that you are with the GOCA. The conference group code is HOS 0520.

Check-in time is any time after 4:00 pm. Check-out time is 12:00 noon.

For more information on the Monterey Plaza Hotel & Spa, please visit their Web site at www.woodsidehotels.com/monterey/index.html. Please note that the Monterey Plaza Hotel & Spa does not accept online reservations for conference groups.

Transportation to the Monterey Plaza Hotel & Spa

Monterey Peninsula Airport (MRY), approximately 10 minutes from downtown Monterey, is the closest airport to the hotel. Taxis are available for transport between the hotel and the Monterey Peninsula Airport and cost approximately \$14 – \$18. Please note that the Monterey Plaza Hotel & Spa does not offer a shuttle service between the hotel and the Monterey Peninsula Airport. There are various car rental agencies at the airport if you would like to arrange a car rental. For more information on connecting flights to Monterey Peninsula Airport, please visit their Web site at www.montereyairport.com.

San Francisco International Airport (SFO) and San José International Airport (SJC) are also near Monterey. San Francisco International Airport, www.flysfo.com/, is approximately two to two and a half hours from Monterey. San José International Airport, www.sjc.org/, is approximately one and a half to two hours from Monterey. Various car rental agencies are also available at these two airports.

In future mailings, we will provide you with directions to the hotel.

Hosts

Don Brown, The Boeing Company, (don.e.brown@boeing.com)

Stefan Moser, EADS, (stefan.moser@eads.com)

Michelle Mulcahy, The Boeing Company, (michelle.mulcahy@boeing.com)

Robert Otto, Vought Aircraft Industries, Inc., (ottoro@voughtaircraft.com)

For more information about the conference or information on GOCA membership, please call Katy Bubolz of the GOCA at 202-887-9011 or e-mail kbubolz@ibgc.com.



This promotion for the GOCA's Spring 2007 Conference was updated on February 26, 2007.