

Release on receipt

Univ. of Minnesota, Duluth
news service
108 Main Bldg.
Duluth 12, Minnesota
RA 4-8801 Ex 210

Two Canadian Seaway officials will be among twenty-nine speakers---all outstanding in government, transportation and business fields...who will appear at the University of Minnesota's first annual Seaway Institute January 16-18 in Duluth.

Dr. Richard O. Sielaff, chairman of the institute and chairman of the Social Sciences division on the University's Duluth campus, said the three day short course is dedicated toward solution of the problems of developing international trade at a seaway port.

The institute is sponsored by the University's Center for Continuation Study, Minneapolis, and the Social Sciences division at UMD. Assisting in the planning is the United States Department of Commerce.

R. J. Rankin, Ottawa, president of the St. Lawrence Seaway Authority will speak on "Economic Significance of the Seaway" at a dinner the first day of the institute.

Pierre Camu, Ottawa, vice president, St. Lawrence Seaway Authority, will join Rankin in discussion of the same topic.

Willis H. Crosswhite, Traffic Services Officer, St. Lawrence Seaway Development Corporation, Massena, New York, will speak on "The Story of Seaway Construction" at a Tuesday luncheon.

Patten D. Allen, director of the European division, Office of Economic Affairs, United States Bureau of Foreign Commerce, will address the institute the first morning on "Recent European Regional Developments and Their Relation to Great Lakes Shipping."

A. B. Sparboe, vice president, The Pillsbury Company, Minneapolis, will talk on "The International Traders New Role in World Affairs" at the windup luncheon on Wednesday, January 18.

Other speakers will appear singly or on panels on topics on foreign trade, import sales, marketing U.S. products abroad, steamship operation and rates, banking for international trade, export packing and handling, freight forwarding and documentation, port operation, marine insurance, import custom brokerage, and inland transportation to the harbor. All the sessions will be held in Duluth's Spalding Hotel. The January program replaces one planned for last September when it was decided an institute in the fall would unduly interfere with the shipping season on the Great Lakes and the St. Lawrence Seaway.

Reservations by firms and individuals should be made through the Director, Center for Continuation Study, University of Minnesota, Minneapolis, 14, Minnesota. (A fee of \$60.00 includes tuition, course materials, and luncheons and dinners Monday through Wednesday). Lodging reservations should be made separately by the individual or firm.