



## **SEMINAR: INTERNATIONAL TRADE: CENTRAL NEW YORK RESOURCES MAKE IT WORK!**

### **SEMINAR AGENDA**

**Doubletree Hotel Syracuse**  
**Thursday July 10, 2008**

Registration and Continental Breakfast: 8:30 – 9:00

**9:00 – 10:45**

#### **Session 1: Logistics and Transportation**

- Sourcing & Supply Chain Management
  - Local resources for businesses
  - Why it is important
- Transportation Connections
  - Intermodal
  - Air Cargo
  - Trucking
- Customs Clearance
  - Bureau of Customs and Border Protection
  - Food and Drug Administration
- Warehousing and Distribution

**Break: 10:45 – 11:00**

**11:00 – 12:00**

#### **Session 2: Import Compliance Best Practices**

- Customs Compliance Speaker
  - Importer Responsibilities
  - Best Practices
  - Customs Proposed Manifest Requirements (10 + 2)
- Supply Chain Security (C-TPAT)

**Lunch Break: 12:00 – 1:00**

Keynote Speaker: How international trade logistics work in CNY.

**1:00 – 3:00**

**Session 3: Opportunities to Reduce Your International Business Costs**

- The Foreign-Trade Zone Program
  - What it is
  - The Benefits
  - Gaining Access to the Benefits
- Financial Business Incentives found in CNY
  - Empire State Development
  - Empire Zone
  - Tax management incentives

**3:00 – 3:15 Break**

**3:15 – 4:00**

**Session 4: Moving Your Products Out of the Country**

- Export Assistance
- Transportation and International Customs Consideration

**Key Note Speaker:**

Randall Wolken – President of the Manufactures Association of Central New York

**Guest Speakers:**

Chuck Miller, North Pond Consulting, LLC  
Rich Roche, Diplomat Global Logistics  
Ralph Torriilo, US Customs & Border Protection Officer  
Larry Patrick, Food & Drug Administration  
Tom Belge, Pioneer Warehouse  
Robert Stein, Mohawk Global Logistics  
Beverley Seif, Info Trade, LLC  
Karen Sager, FTZ Consulting  
Linda Hartsock, Empire State Development  
Rosanna Masucci, US Dept. of Commerce

