



ESTEEMED SPEAKERS AND PANELISTS

Keynote Speaker:

Randall Wolken—President of the Manufacturers Association of Central New York

Randy Wolken is the president of the Manufacturers Association of Central New York (MACNY). MACNY is an employer association serving approximately 320 companies with 55,000 employees in a nineteen-county region in Upstate New York. The 93-year-old organization is the largest manufacturers organization in New York and provides information, human resource services, training, networking councils, public policy support and political advocacy for its members.

Randy is currently a board member of the United Way of Central New York, Leadership Greater Syracuse, F.O.C.U.S. Greater Syracuse, and the Greater Syracuse Chamber of Commerce. He is also a former board member of the NYS Taxpayer Advisory Council, Onondaga County Industrial Development Agency (OCIDA) and the Cornell Cooperative Extension. Randy also served on Governor-Elect Spitzer's labor and workforce development transition advisory committee and chaired the training subcommittee.

Prior to joining MACNY in 2001, Randy served as the executive director of the Samaritan Center, a non-profit organization responsible for serving people in need of meals, referral services and job training. Randy has also served as an independent consultant to businesses and organizations. From 1991 to 1998, Randy worked as a senior budget analyst in the Division of Management and Budget for Onondaga County Government, in Syracuse, New York. Prior to 1991, Randy spent four years as an officer on active duty at both Griffis Air Force Base in Rome, New York and Fort Drum in Watertown, New York.

Randy holds a Bachelor of Science degree from the U.S. Military Academy at West Point and a Masters in Public Administration degree from the Maxwell School of Citizenship and Public Affairs at Syracuse University. Randy is a graduate of Leadership Greater Syracuse (Class of 2000). He is also the recipient of two Army Commendation Medals, the Lawler Leadership Award from Catholic Charities and the Syracuse 40 under 40 Award.

Randy and his wife, Dr. Denise Petilli Wolken, live in Syracuse and have three daughters.

Guest Speakers:

Karen Sager – FTZ Consulting, LLC.

Karen Sager is the principal of FTZ Consulting, LLC, specializing in all areas of the foreign-trade zone program including applications, activations, inventory control, operations, and compliance reviews. She has also assisted in the development of import compliance programs.

Ms. Sager has been a member of the NAFTAZ since 1986, becoming a member of the Board of Directors in 1990. She was the President of the Association from 1997-1999. As a member of the NAFTAZ, Ms. Sager has been an active participant in the development and presentation of the Customs Training program, has participated in the collaborative effort with U.S. Customs to update the Customs FTZ Manual, served on the Automation Task Force which was responsible for the development of the electronic 214, and has been a trainer on the E214 process for special NAFTAZ seminars. Ms. Sager was awarded the highest honor from the NAFTAZ in September, 2007—the title of Honorary Life Member—in recognition of her ongoing contributions and support to the organization and to the development of the FTZ Program.

Beverley Seif – Trade Info, LLC.

As a Licensed Customs Broker with a B.S. in Business Administration & Management from Centenary College, Bev's experience includes working for a Customs Broker & International Freight Forwarder headquartered in New York City, and establishing and managing their branch office in Baltimore.

While living in the Washington, D.C., area Bev also acted in an advisory capacity to the Import Department of a major retailer. She also created the Import Department for a wholesale distributor of safety and industrial equipment in Frankfort, NY. Four years ago Beverley launched her own consulting business with emphasis on C-TPAT support for importers. Her various positions have given her a unique understanding of the import process from both a broker's and importer's perspective.

Robert Stein – Mohawk Global Logistics

Robert Stein has almost 20 years of experience in Customs Brokerage and freight forwarding. Licensed for over 11 years and a Certified Customs Specialist (CCS) since 2006, Robert has worked in several ports including Buffalo, Boston, New York, Syracuse and Rochester.

Over the years his experiences in each of the ports has given him more than one perspective on transportation and Customs matters. His experience at the northern border helped him to learn a great deal about cross border trade and, particularly, NAFTA.

Robert has received training from the FDA on EEPS and OASIS (electronic FDA entry filing) as well as Prior Notice and the Bio-Terrorism Act (BTA). He is currently in his eighth year serving on the Rochester Transportation Council's board of governors and his second year as an officer.

Robert enjoys speaking to members of the trade community about such varied topics as Incoterms, Import Compliance, NAFTA and Current Events in Logistics. He currently resides in Farmington with his four children and works for Mohawk Global Logistics as Director of Entry Services.

Rich Roche – Diplomat Global Logistics

Rich Roche is a graduate of the United States Merchant Marine Academy at Kings Point, NY. He was commissioned as an Ensign in the US Naval Reserve and actively served as a Deck Officer aboard Merchant Ships for 6 years. During that time Rich upgraded his US Coast Guard License to Chief Mate of Vessels any gross tons upon oceans, and Master of Pilot Vessels any gross tons in New York Harbor.

He also obtained a 1st Class Pilot's license by drawing the chart of New York Harbor from memory and performing the required number of passages that guided vessels of all descriptions into the harbor and back out to sea. In his sea-going career, Rich traveled the world on Break Bulk ships, Tankers, Container Ships and Roll On / Roll Off vessels. Coming ashore in 1984, Rich was licensed as a Marine Cargo Insurance Broker working in Manhattan. He later moved into Steamship Line sales which brought him to Rochester, NY. In 1994 with a young family just started, Rich moved to Syracuse to begin working in the Freight Forwarding and Consolidating industry.

In early 2001, Rich seized the opportunity to start his own company in the same field. Rich describes Diplomat Global Logistics as a quality provider of International Transportation and Customs Brokerage Services. He lives in Manlius with his wife Marybeth and their three children ages 15, 13 and 11 all very active in the FM school district.

Ralph A. Torrillo – CBP Officer, Port of Syracuse

Ralph was born and raised in Brooklyn. He attended Columbia University School of Engineering and received a B.A. in Economics from St. John's University. He married Josephine Scro, a Syracuse native, in 1973 and moved to Syracuse in 1974. They have 5 children, 3 girls and 2 boys, and he currently resides in the Sedgwick Section of City of Syracuse.

Ralph began with U.S. Customs under Treasury Dept. at NYC Seaport in 1970. His first Assignment was at 39th Street in Brooklyn on Mitsui Line Pier. He was later assigned to Dock Bottling Liquor Warehouse and also serviced NYC Beer Importers/Distributors. Ralph was the NY Seaport "Oil Vessel" Boarding Team Specialist. In the early 1970s he helped initiate the Anti-Air Piracy Program at JFK Airport which was the precursor to Nationwide/International Airport Security Program.

He attended the Customs Spanish Language School in El Paso, TX given by State Dept. Foreign Language Institute in 1971. He has had numerous TDY Assignments on both the Southern and Northern Borders, most notably Laredo, TX District (Rio Grande City and Roma, TX); El Paso, TX; Calexico, Otay Mesa, and San Ysidro, CA; Buffalo, Niagara Falls, Alexandria Bay, and 7 months in Ogdensburg, NY after September 11, 2001 helping Northern Border Ports deal more effectively with Terrorist Threat.

His most notable seizure is 210 lbs. Marijuana at San Ysidro, CA (Tijuana, MX). He received the Commissioner's Unit Citation for "Pastors for Peace" TDY at Otay Mesa/San Ysidro, CA in 1995.

Ralph has been stationed at the Port of Syracuse, NY since 1974. Other specialties are OSHA Safety Officer, HazMat Coordinator, Confined Space Entry Specialist, Airport Security Coordinator, Community Outreach, College Recruitment.

Tom Belge – President and Owner of Pioneer Warehousing and Distribution, LLC.

Tom Belge is President and Owner of Pioneer Warehousing and Distribution, LLC. In Syracuse, NY. Pioneer operates 807,000 Sq Ft of 3rd party contract warehousing in 3 facilities in the Syracuse area. Born and raised in Syracuse, Belge became sole owner of Pioneer in 2002 having worked for the company since 1984. After attending Onondaga Community College, Belge worked at Syracuse China, USPS and Rollway Bearing before becoming a full-time musician traveling the country with a showband as a drummer.

In 1977 he came off the road and worked with MarketFacts; a national market research firm out of Chicago with an office in Syracuse, eventually working his way to Regional Manager. MarketFacts warehoused their inventory at Pioneer Warehousing and Tom left MarketFacts to begin his career with Pioneer. When Belge began with Pioneer the company had 25,000 Sq Ft. Throughout the years he has been the driving force in building it up to the present 807k.

Tom has a simply philosophy for his success. Treating employees right is Number 1. Give them the proper dignity and respect they deserve for they are the ones that interact with the customers on a day-to-day basis. Pioneer has many key customers including Wegmans, Rite Aid, Home Depot, GE, Wal-Mart, Hospira and Magna Corporation.

A former marathon runner and now an avid biker, Tom lives in Brewerton with his wife Lennie. They have 3 children; twin boys 22 and a daughter 24. At his daughter's recent may 30th Wedding, Tom sang to his girl and sat in with band. Still a crooner after all these years.

Rosanna Masucci – Senior International Trade Specialist

Export Assistance Center
Commercial Service
Department of Commerce

Rosanna has been an International Trade Specialist with the U.S. Department of Commerce since 1998, covering Central NY and the Mohawk Valley. With the retirement of a colleague in December of 2005, she recently acquired the Southern Tier region as well.

Rosanna was instrumental in the formation of the Central NY International Business Alliance and serves on the Board of Directors for that organization, as well as the Education Committee. In addition to speaking on the services of the U.S. Department of Commerce at seminars in Central NY, she has also coordinated numerous export seminars in the rural areas of her territory.

As a member of the USDOC's Global Information Technology Team, Rosanna has attended various trade shows, including CeBIT in Hannover, Germany, and, most recently, the ITU Show in Hong Kong.

Rosanna graduated cum laude from the State University of New York at Buffalo where she earned a B.A. degree in International Studies/Italian. Her M.A., also from the State University of New York at Buffalo, is in International Trade and Economic Geography.

Chuck Miller – North Pond Consulting, LLC

Chuck Miller has over 30 years of commercial industry and government programs experience, including extensive experience in international business and project management. He has held a variety of technical, management and executive positions with General Electric Co., the Naval Sea Systems Command, and United Technologies Corporation. His previous responsibilities have included assignments as program manager for new product introduction, director of engineering, R&D program manager, and director of global sourcing for raw materials and electronics. Chuck has extensive management and training experience in global strategic sourcing, supply chain management, quality systems, and new product development processes. He has conducted business in over 30 countries, including many emerging market areas; and he has successfully led cross-functional, cross-cultural teams in North America, South America, Europe, and Asia.

Chuck is currently a management consultant in the fields of strategic sourcing and supply chain management. He is President of North Pond Consulting, LLC and has helped a number of Top 100 companies develop successful strategic sourcing programs with significant cost savings. He is also an adjunct professor on the faculty of the Martin J. Whitman School of Management at Syracuse University and is a member of the Franklin Advisory Board at the Whitman School. He is active in international missions and development work; and currently serves as a district director of world missions for The Wesleyan Church. Chuck Miller holds a B.S. degree from the U.S. Naval Academy at Annapolis and an M.S. in Engineering Management from Syracuse University.