

The Onondaga County Industrial Development Authority (OCIDA), MV EDGE and Mohawk Global Logistics present:

“INTERNATIONAL TRADE: CENTRAL NEW YORK RESOURCES MAKE IT WORK!”

For businesses already involved or ready to enter the global marketplace, all the resources are available right here in CNY!

On **Thursday, July 10, 9 AM–4 PM**, at the **Doubletree Hotel in Carrier Circle**, experts with practical knowledge from business, government and education cover the latest strategies, programs, best practices, and regulations of global commerce in a full-day seminar specially designed for Central New York business people.

Sessions include:

1. Logistics and Transportation
2. Import Compliance Best Practices
3. Opportunities to Reduce Your International Business Costs
4. Moving Your Products Out of the Country

Get all the details on the comprehensive agenda and registration information at www.SyracuseCentral.com/FTZ.

Questions? Cheryl Menzel is waiting to hear from you at 435-3770 or cherylmenzel@ongov.net

Register today for “International Trade Resources: Making It Work in Central New York!” at www.SyracuseCentral.com/FTZ

Sponsored by





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“INTERNATIONAL TRADE: CENTRAL NEW YORK RESOURCES MAKE IT WORK!”

A full-day seminar specially designed for CNY businesses already involved or ready to enter the global marketplace.

**Thursday, July 10, 9 AM–4 PM, at the Doubletree Hotel
([get directions](#)) in Carrier Circle**

You will receive practical knowledge from business, government and education experts in all aspects of conducting business on a global basis. One registration fee entitles participants to attend all morning and afternoon sessions, including a special luncheon with a guest speaker, who will talk about “Why international trade logistics work in CNY.”



- [Seminar Agenda](#)
- [Guest Speakers](#)
- [Registration Form](#)



**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

- 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
 - FDA
- 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)
- Security concerns (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

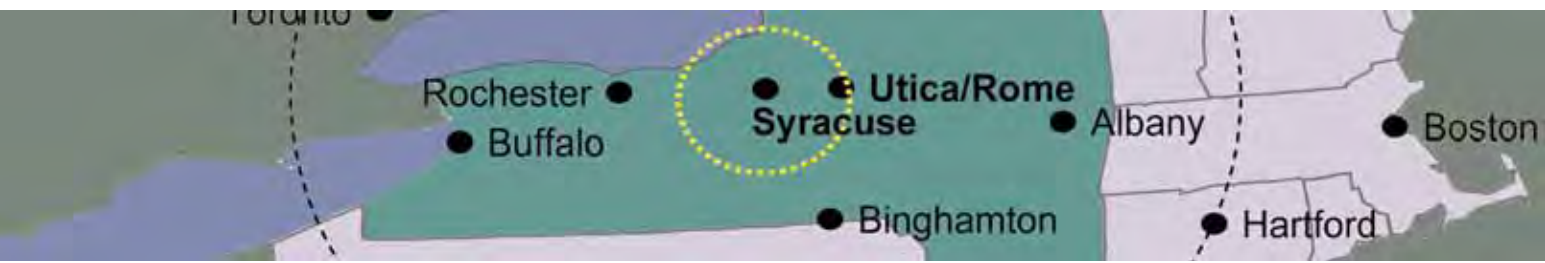
- Export Assistance
- Transportation and International Customs Consideration

Key Note Speaker:

TBD

Guest Speakers:

- Gary LaPoint, Syracuse University
- Rich Roche, Diplomat Global Logistics
- Noel Langan, Port Director of Syracuse
FDA Representative
- Tom Belge, Pioneer Warehouse
- Robert Stein, Mohawk Global Logistics
- Beverly Seif, Info Trade, LLC
- Karen Sager, FTZ Consulting
- Linda Hartsock, Empire State Development
- Rosanna Masucci, US Dept. of Commerce



ESTEEMED SPEAKERS AND PANELISTS

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.

Rosanna Masucci—Senior International Trade Specialist

U.S. Export Assistance Center
U.S. Commercial Service
U.S. 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.

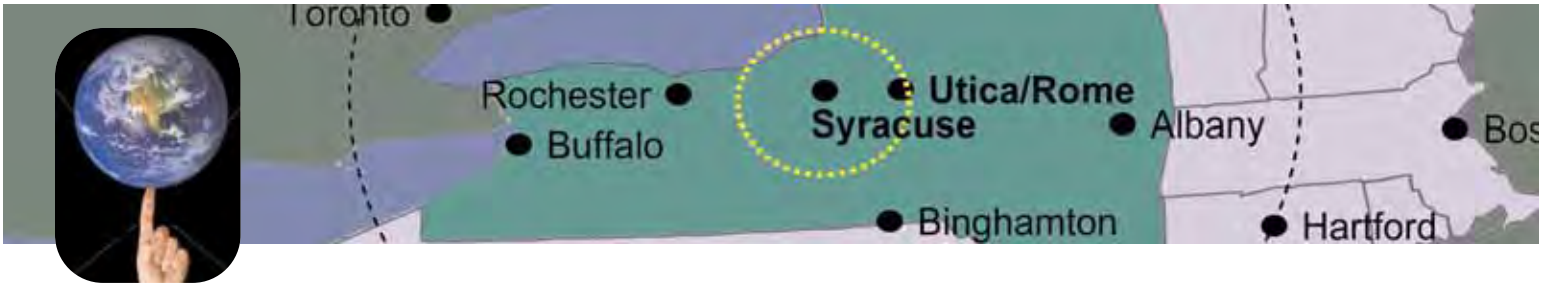
Rosanna was instrumental in the formation of the Central NY International Business Alliance and serves on the Board of Directors for that organization, as well as the Education Committee. In addition to speaking on the services of the U.S. Department of Commerce at seminars in Central NY, she has also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

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.



REGISTRATION FORM

International Trade Resources: Making It Work in Central New York!"

(one form per registrant please)

Name _____

Title _____

Organization _____

Street _____

City _____ State _____ Zip _____

Phone _____ Fax _____

Email _____

Industry Type _____

Do you currently import? export?

What question(s) would you like to see addressed at this seminar?

Registration fee: \$25 in advance, \$35 at the door includes seminar, luncheon and two breaks.

Payment by check only. Enclosed is \$ _____

Checks should be payable to:
Onondaga County Industrial Development Agency
John H. Mulroy Civic Center, 14th Floor
421 Montgomery Street
Syracuse, NY 13202

I will pay my registration fee (\$35) the day of the event.

Thank you.

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