

# CONNECT presents the 14th Annual Northeast Trade & Transportation Conference 2010

Hyatt Regency Hotel, Goat Island, Newport, Rhode Island • March 10-12, 2010

WEDNESDAY, MARCH 10, 2010

12:45 pm

## Registration & Light Refreshments

1:15 pm

## Welcome & Opening Remarks

### Speaker:

Rick Bridges – Roanoke Trade Services, Vice President;  
CONNECT Director; Wednesday Conference Chair

## Import Session

1:25 - 3:45 pm (Concurrent with Export Sessions)

## General Valuation and Jewelry Classification Seminar

### Moderator:

Susan Albatal – CVS Pharmacy, Inc., Customs Compliance Manager; CONNECT Director

### Speakers:

Kelly Brady – U.S. CBP Providence, Senior Import Specialist  
Elizabeth Vega – U.S. CBP Import Specialist

*This session will cover classification, valuation, informed compliance, country of origin marking and other topics to help your company maintain a compliant import operation.*

## Export Sessions 1 & 2

*Representatives have been invited from the six New England states' Export Offices to answer questions and provide informational materials.*

1:25 - 2:30 pm (Concurrent with Import Sessions)

## Session 1: "The New Focus on Export Compliance & Enforcement"

### Moderator:

Luiz DaCosta – Genzyme Corp., Trade Compliance Manager; CONNECT Director

### Panelists:

Robert J. Leo – Meeks, Sheppard, Leo & Pillsbury, Partner  
Craig McPherson – U.S. CBP Boston, Acting Chief Officer  
John McKenna – U.S. Department of Commerce, Office of Export Enforcement, Special Agent in Charge, Boston Field Office

*Every company engaged in export transactions should attend this seminar. Federal agencies engaged in exports have stepped up enforcement activity. At the same time, the Automated*

**\* Invited**

*Export System, newly administered by CBP, started close monitoring of AES filings, so exporters should become aware of requirements and penalties involved with non-compliant filings.*

2:40 - 3:45 pm (Concurrent with Import Sessions)

## Session 2: "Fair Trade?? Trade Barriers Facing Exporters"

### Moderator:

Robert Shepard – International Forest Products, Director, Transportation & Logistics; CONNECT Director

### Panelists:

Kevin Ellis – U.S. Department of Commerce, Staff Director, Trade Compliance Center, Market Access & Compliance Unit  
Kerry Scarlott – Posternak, Blankstein & Lund LLP, Partner  
Misty Rutter – 3Com, Director, Worldwide Trade & Compliance

*While the declining value of the U.S. dollar is increasing a global demand for U.S. exports, including agriculture, forest products and manufactured goods, some of our largest customers have implemented non-tariff import barriers. This panel will discuss the barriers being erected in China, Korea, the European Union, what the U.S. government is doing to dismantle them, and how U.S. exporters are able to access foreign markets despite these challenges.*

4:00 - 5:30 pm

## "Off the Record"

### Speaker:

Peter Friedmann – FBB Federal Relations; CONNECT Counsel

*One of the highlights of the T&T each year, this is a candid discussion by the attendees of their current logistics, transportation and compliance challenges. Conducted in round-table format, no press or government officials will be present, allowing for candid and open discussion. Real problems seeking real solutions. CONNECT member attorneys also participate, solving problems raised by the participants. Don't miss this!*

6:00 - 7:00 pm

## Welcome to Newport Cocktail Reception

Rose Island Ballroom, Hyatt Hotel

7:30 pm

## Post-Reception Gathering

Celtica Public House, 95 Long Wharf, Newport  
Live music and sponsored buffet  
Hyatt shuttle available for transportation

# THURSDAY, MARCH 11, 2010

8:00 am

## Registration & Continental Breakfast

8:30 am

## Opening Remarks

Karen Kenney – Liberty International, COO; CONECT President

Linda Wood – Bennett & Company, Import Manger; CONECT Director; Thursday Conference Chair

Anne Neary – Christmas Tree Shops, Import Manager; CONECT Director; Chair of Sponsorship Committee

8:45 - 9:15 am

## Welcome to Rhode Island

Senator Lincoln Chafee, Rhode Island gubernatorial candidate

## Senator John Chafee Annual Scholarship Awards

Bob Leadbetter – The Robert Allen Group, Director, Global Logistics; CONECT Director; Chafee Scholarship Chairman

9:15 - 11:30 am (Break at 10:30 am)

## Importers' Town Meeting

### Moderators:

David Katzman – CH Powell, Director Regulatory Compliance; CONECT Director and Treasurer

Karen Lobdell – Drinker, Biddle & Reath; Director, Trade Security & Supply Chain Services

### Panelists:

Cynthia Whittenburg – U.S. CBP, Acting Director, Trade Facilitation & Administration

Rich DiNucci – U.S. CBP, Director of Secure Freight Initiative & Cargo Conveyance, Office of Field Operations

Alan Klestadt – Grunfeld, Desiderio et al, Partner

Jeff Meeks – Meeks, Sheppard, Leo & Pillsbury, Partner

Josee Larocque – Burton Snowboards, Director of Global Logistics

Missy Forey – Burton Snowboards, Global Trade Manager

*An open forum presented by industry experts focusing on these topics: Lacey Act, CPSC, ACE, ISF/Bond Information, Ruling/Regulations, C-TPAT, Cargo Scanning.*

*Questions in advance requested. Send to [connect@charter.net](mailto:connect@charter.net). There will also be an opportunity to ask questions at the event.*

12:00 pm

## Thursday Keynote Luncheon

### Speaker

Erin Ennis – U.S. China Business Counsel, Vice President

\* Invited

1:45 - 3:15 pm

## New Trends in Overseas Sourcing

### Moderators:

Herb Rothstein – H. Rothstein & Associates, Inc.; CONECT Director

Peter Tirschwell – Journal of Commerce, Senior Vice President for Strategy

### Panelists:

Francesco Duina – The JLJ Group, Director (China)

Julio de Castro – Babson College, Professor, Department of Entrepreneurship (Latin America)

Sibi George – Embassy of India, Counsellor (Commerce), Washington, DC

*With global transportation challenges driving longer transit times, eligibility for duty-free treatment changing almost daily and quality production capacity expanding beyond traditional sourcing countries, this panel will provide a country-by-country report on sourcing information from China, Latin America and India.*

*Questions in advance requested. Send to [connect@charter.net](mailto:connect@charter.net). There will also be an opportunity to ask questions at the event.*

3:45 - 4:45 pm

## Global Economic Assessment & Forecast

### Featured Economist:

Steve Owens – IHS Global Insight, Trade & Transportation Group

*Each year the T&T provides attendees with a fascinating overview of the current global economy and a glimpse into the future. This provides an invaluable means for attendees to plan future business practices and to understand how global economic and political developments will impact us all.*

5:45 - 9:00 pm

## Gala Dinner at Ochre Court

100 Ochre Point Ave, Newport, RI

Motor coaches will be provided.



Ochre Court

## Hyatt Regency Hotel, Goat Island Booking Information:

Book early! For Hyatt reservations, call 1-800-233-1234. Request CONECT's block rate of \$109 per night. Deadline for discounted rate is 2/26/10.

# FRIDAY, MARCH 12, 2010

## 8:00 am Registration & Continental Breakfast

### 8:30 am Opening Remarks

Bette Little – Reebok International, Senior Manager for Customs; CONECT Vice President; Friday Conference Chair

### 8:45 - 9:30 am Friday Keynote Speaker

John Isbell – Starboard Alliance Co., LLC, Vice President; Recently retired Nike Director of Corporate Delivery Logistics; Former Chair, Waterfront Coalition

*“Logistics in Today’s Rapidly Changing Global Environment” Bringing more than 30 years of logistics management experience at one of the world’s largest consumer goods company, Mr. Isbell offers a comprehensive look into establishing a secure, efficient and profitable worldwide supply chain.*

### 9:30 - 11:00 am

## Sustainability Panel – “Is Your Supply Chain Green?”

#### Moderator:

Peter Diehm – nora systems, Incorporated; Planning Manager, Purchasing & Materials

#### Panelists:

Michael Cole – Kraft Foods, Director of Transportation, North America

Bernd Kasemir – Sustainerv, Inc., Director

Matthew Gardner – Sustainerv, Inc., Director

Lee Kindberg – Maersk, Inc., Director, Health, Safety & Environment

Peter Friedmann – FBB Federal Relations; “DC View on Green Initiatives”

*Today’s political realities require that all companies elevate their focus on the environmental impact of their supply chain. This panel will review Sustainability Basics, Importers’ Carbon Footprint, Greenwashing, Cap & Trade, Sustainability = Efficiency, Energy Issues, Tax Implications and Global Reporting Initiatives.*

### 11:30 am - 1:00 pm

## International Logistics Overview: “What’s Next?”

#### Moderator:

Barry Horowitz – CMS Consulting Services, Principal; Former Nike Director, International Transportation

#### Special Report:

Joe Bonney – *Journal of Commerce*, Executive Editor, “Trans Pacific Maritime Conference Recap”

#### Panelists:

William F. Rooney – Hanjin Shipping America, President

Frank McHugh – FedEx Trade Networks, Managing Director Air Transportation

Leslie Topp Blakey – Coalition for America’s Gateways & Trade Corridors, President

*A comprehensive overview of current trends, capacity and pricing, covering air, ocean and domestic cargo movement.*

### 1:00 - 2:30 pm

## Wrap Up Luncheon

#### Speaker:

Peter Friedman – FBB Federal Relations; CONECT Counsel

*“Our Man In DC” offers a fast-paced and lively wrap up session, touching upon every topic covered at the T&T conference. Peter mixes legislation, politics and regulation to provide an insider’s view into what goes on “Inside the Beltway” giving us a glimpse into the year ahead. This is your opportunity to get your questions, on any topics of the prior two days of the T&T answered.*

## Grand Prize Drawing and Closing Remarks

Karen Kenney, CONECT President

## THANKS TO OUR 2010 T&T SPONSORS

### EXHIBITORS/SPONSORS:

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**Become a sponsor and add your company to this list!  
Contact Stefanie for details! 508-481-0424 or  
Conectoffice@charter.net**

# Conference Registration Options

## Conference Package 1

- Wednesday conference sessions
- "Welcome to Newport" Cocktail Reception
- All day Thursday sessions (breakfast & lunch)
- Gala Cocktail Reception & Dinner at Ochre Court
- All day Friday sessions (breakfast & lunch)
- Grand prize drawing

**\$588 (\$785 non-member)**

## Conference Package 2

- Wednesday conference sessions
- Welcome to Newport Cocktail Reception

**\$150 (\$220 non-member)**

## Conference Package 3

- Thursday conference sessions (breakfast & lunch)
- Gala Cocktail Reception & Dinner at Ochre Court

**\$390 (\$515 non-member)**



## Conference Package 4

- Gala Cocktail Reception & Dinner at Ochre Court

**\$225 (\$275 non-member)**

## Conference Package 5

- Thursday night Gala Cocktail Reception & Dinner at Ochre Court
- Friday conference sessions (breakfast & lunch)
- Friday grand prize drawing

**\$365 (\$495 non-member)**

## Conference Package 6

- Friday conference sessions (breakfast & lunch)

**\$225 (\$325 non-member)**

## Hyatt Regency Hotel, Goat Island Booking Information:

Book early! Don't be shut out! For Hyatt reservations, call 1-800-233-1234. Request CONECT's block rate of \$109 per night. Deadline for rate discount is February 26, 2010.

## Not a CONECT Member?

Join now for discounted T&T rates PLUS all the advantages of membership!

Name: \_\_\_\_\_

Company: \_\_\_\_\_

Address: \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Tel: \_\_\_\_\_ Fax: \_\_\_\_\_

**Tell us about your company:** (Number in order of importance)

\_\_\_\_ Importer      \_\_\_\_ Financial Institution \_\_\_\_\_

\_\_\_\_ Exporter      \_\_\_\_ Transportation Provider Type: \_\_\_\_\_

\_\_\_\_ CHB      \_\_\_\_ Third party Type: \_\_\_\_\_

\_\_\_\_ FF      \_\_\_\_ Other (please specify): \_\_\_\_\_

**Primary trade/transportation concerns:**

International Trade:     China     Fast Track     GSP     Customs Issues     Other \_\_\_\_\_

Transportation:       Ocean     Rail     Truck     Air     Other \_\_\_\_\_

**Type of NEW membership:**

Individual: \$225/year (Person listed above will receive CONECT member benefits)

Corporate: \$395/year (List up to 3 additional company employees on separate sheet who will receive CONECT member benefits)

Large Corporate: \$595/year (List up to 9 additional company employees on separate sheet who will receive CONECT member benefits)

American Express/Mastercard/Visa credit card number: \_\_\_\_\_ Expiration Date: \_\_\_\_\_

Billing address of credit card \_\_\_\_\_

Mail check with application to CONECT, 11 Main Street, #11, Southborough, MA 01772 or fax application with credit card info to 508-481-2161

Title: \_\_\_\_\_

E-mail: \_\_\_\_\_

Website: \_\_\_\_\_

Zipcode of residence (to determine Congressional voting districts): \_\_\_\_\_

How did you hear about CONECT? \_\_\_\_\_

\_\_\_\_\_

Number of employees in New England: \_\_\_\_\_

Your company's products or services: \_\_\_\_\_

\_\_\_\_\_

Same pricing as 2008 & 2009!

### CONFERENCE PACKAGE 1

Full Event

\_\_\_\_\_ Members @ \$588 = \_\_\_\_\_

\_\_\_\_\_ Non Members @ \$785 = \_\_\_\_\_

### CONFERENCE PACKAGE 2

Wednesday sessions with  
Welcome to Newport Cocktail Reception

\_\_\_\_\_ Members @ \$150 = \_\_\_\_\_

\_\_\_\_\_ Non Members @ \$220 = \_\_\_\_\_

### CONFERENCE PACKAGE 3

Thursday sessions with Gala Dinner at Ochre Court

\_\_\_\_\_ Members @ \$390 = \_\_\_\_\_

\_\_\_\_\_ Non Members @ \$515 = \_\_\_\_\_

### CONFERENCE PACKAGE 4

Gala Dinner Only at Ochre Court, Newport

\_\_\_\_\_ Members @ \$225 = \_\_\_\_\_

\_\_\_\_\_ Non Members @ \$275 = \_\_\_\_\_

### CONFERENCE PACKAGE 5

Friday sessions with Thursday Gala Dinner

\_\_\_\_\_ Members @ \$365 = \_\_\_\_\_

\_\_\_\_\_ Non Members @ \$495 = \_\_\_\_\_

### CONFERENCE PACKAGE 6

Friday sessions only

\_\_\_\_\_ Members @ \$225 = \_\_\_\_\_

\_\_\_\_\_ Non Members @ \$325 = \_\_\_\_\_

# Conference Registration

Full payment due by March 3, 2010.

Register securely online at [www.CONECT.org](http://www.CONECT.org)

or mail to: CONECT  
11 Main Street, #11  
Southborough, MA 01772

fax to: CONECT  
508-481-2161

Total for Conference Registration \$ \_\_\_\_\_

Membership Fee (New Members only) \$ \_\_\_\_\_

Grand Total Enclosed \$ \_\_\_\_\_

I have enclosed a check made out to CONECT

Please charge my credit card



Card #: \_\_\_\_\_ Exp: \_\_\_\_\_

Card holder name: \_\_\_\_\_

Billing address of card: \_\_\_\_\_

Name: \_\_\_\_\_

Company: \_\_\_\_\_

Email: \_\_\_\_\_ Phone: \_\_\_\_\_

Dietary Restrictions: \_\_\_\_\_

Additional attendees:

Name	Company	Package #
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____

**Cancellation Policy:** No registration refunds can be made after March 3, 2010. Prior to this date, a 15% administrative fee will be assessed for cancellations. Corporate members may pay for guests at the member rate. Individual memberships are non-transferrable.

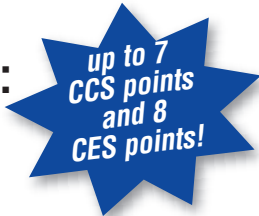


**COALITION  
OF  
NEW  
ENGLAND  
COMPANIES FOR  
TRADE**

11 Main St., #11  
Southborough, MA 01772

**REGISTER NOW:**

Wednesday, March 10  
Thursday, March 11  
Friday, March 12



Hyatt Regency Hotel, Goat Island, Newport, Rhode Island

For CONECT's 14th Annual  
**Northeast  
Trade & Transportation  
Conference 2010**

Register online at [www.CONECT.org](http://www.CONECT.org)  
Questions? Email [connect@charter.net](mailto:connect@charter.net) or phone 508-481-0424

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CONECT presents the 14th Annual  
**Northeast Trade & Transportation  
Conference 2010**

***NEW VENUES! NEW FORMAT! FLEXIBLE PRICING!***

**NEW "TOWN MEETING" PANEL FORMAT** featuring industry experts and hot topics relevant to all U.S. companies involved in international trade and transportation:

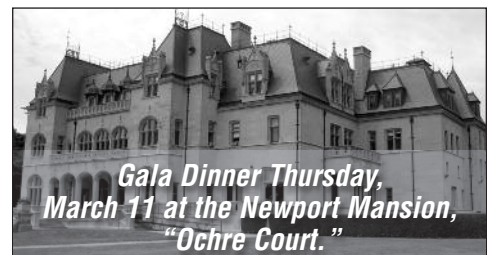
**Featuring:**

- Export Trade Barriers
- Export Compliance & Enforcement
- General Valuation Seminar
- Importers' Town Meeting  
Topics include: ACE, ISF, Lacey, CPSC, C-TPAT, Cargo Screening
- Thursday & Friday Keynote Addresses
- Trends in Overseas Sourcing
- Global Economic Review
- Greening Your Supply Chain
- International Logistics Overview (Ocean, Air & Domestic)

**Who Should Attend?**

- Importers & Exporters
- Brokers & Forwarders
- Transportation Providers
- Attorneys
- Government Officials
- Logistics Providers
- Insurers
- Warehouse/Distribution Facilities
- Port Authorities
- Software Providers

**Flexible packages for every budget!**



*Gala Dinner Thursday,  
March 11 at the Newport Mansion,  
"Ochre Court."*

Register Now at [www.CONECT.org](http://www.CONECT.org) **March 10-12, 2010** Affordable Sponsorships Available!

Coalition of New England Companies for Trade