



Annual Conference Program

Sunday, April 6, 2014

7:30 to 8:45 a.m.
Bear's Best Las Vegas

Golf Tournament Registration

Sponsored by:

- Avalon Risk Management
- Grunfeld, Desiderio, Lebowitz, Silverman & Klestadt LLP

Buses depart from the Front/East valet entrance.

[Click here to view the invitation](#)

8 to 8:45 a.m.
Bear's Best Las Vegas

Golf Clinic

Sponsored by:

- Avalon Risk Management
- Grunfeld, Desiderio, Lebowitz, Silverman & Klestadt LLP

9 a.m. to 2 p.m.
Bear's Best Las Vegas

Golf Tournament

Sponsored by:

- Avalon Risk Management
- Grunfeld, Desiderio, Lebowitz, Silverman & Klestadt LLP

Golf Lunch (*Immediately following the Golf Tournament*)

Sponsored by:

- Avalon Risk Management
- Grunfeld, Desiderio, Lebowitz, Silverman & Klestadt LLP

9 a.m. to 8 p.m.
Red Rock Foyer

NCBFAA Conference Registration Desk / Information Center

Sponsored by: Boston Customs Brokers and Freight Forwarders Association

9 a.m. to 8 p.m.
Red Rock Foyer

NCBFAA Cyber Café

10 a.m. to 2 p.m.
Front/East Valet Entrance

Optional Tour: Spectacular Hoover Dam Tour

(Cost not included in registration fee)

Buses depart from the Front/East valet entrance. Comfortable walking shoes are recommended for this event.

12 to 5 p.m.
Pool Area

The NCBFAA Outdoor Hospitality

Sponsored by: Roanoke Trade

[Click here to view invitation](#)

6 to 7 p.m.
Veranda & Terrace

“First Timers” Reception *(By Invitation Only)*

Conference "First Timer" attendees are introduced to NCBFAA Officers, Board of Directors, Counsel, Affiliated Association Presidents, Annual Conference Committee and Media. Please extend a very warm welcome to all "First Timer" attendees identified by the yellow ribbon on their badge.

[Click here to view invitation](#)

Calling all our Conference Vets!

While we attempt to focus as much attention as possible into these initiatives for our “First Timers,” we still need your help as a seasoned NCBFAA Annual Conference Veteran! The best way for you to help is simply to connect. If you see a “First Timer,” say *Hello!* Introduce them to some of your contacts. Sit by them in a general session or social gathering. Not only will you be helping the “First Timers” make it through their first NCBFAA experience, but you’ll be building your own network and quite possibly making a great new friend!

7 to 9:30 p.m.
Pool Area

Welcome Banquet *(Reception & Dinner included)*

A gathering of old friends and colleagues and an opportunity to make new friends and acquaintances as NCBFAA welcomes all registrants to its 2014 Annual Conference.





Monday, April 7, 2014

7 a.m. to 6 p.m.
Red Rock Foyer

NCBFAA Conference Registration Desk / Information Center

Sponsored by: Boston Customs Brokers and Freight Forwarders Association

7:30 to 9 a.m.
Red Rock Ballroom

Opening Breakfast

Keynote Speaker: Richard Lewis, Lighten Up Productions Inc.
Opening Remarks: Darrell Sekin, DJS International Services, Inc. and NCBFAA President
Sponsored by: Sandler, Travis & Rosenberg, P.A.

NCBFAA Scholarship Presentation

Winner: Heather Benjamin, CH Robinson International, Inc.
Presenter: Bill Sterrett, Roanoke Trade
Introduced by: Mark Johnson, McClary, Swift & Co. -Blaine, Inc.
Sponsored by: Roanoke Trade

NCBFAA CCS Award Presentation

Winner: Wendy Harrison, SDV (USA) Inc.
Presenter: Bill Todd, WiseTech Global, Inc
Introduced by: Darrell Sekin, DJS International Services, Inc. and NCBFAA President
Sponsored by: WiseTech Global, Inc

NCBFAA CES Award Presentation

Winner: Tammy White-Castine, FedEx Trade Networks
Presenter: Lisa Gelsomino, Avalon Risk Management
Introduced by: Darrell Sekin, DJS International Services, Inc. and NCBFAA President
Sponsored by: Avalon Risk Management

9 a.m. to 8 p.m.
Red Rock Foyer

NCBFAA Cyber Café

9 a.m. to 6 p.m.
Red Rock Ballroom

Exhibitor MarketPlace Grand Opening

Ribbon Cutting Ceremony as NCBFAA representatives officially open the Exhibitor MarketPlace.

9 to 9:30 a.m.
Red Rock Ballroom

Break in Exhibitor MarketPlace

Spend time learning about new industry products and services.
Sponsored by: Port of Long Beach

9 to 9:45 a.m.
Veranda E

Spouse / Guest Orientation

Everything you ever wanted to know about Summerlin, NV, and special guidance on how to make your visit the best ever, plus a chance to win a great prize. *(Please note you must attend to win.)*

9:30 to 11:45 a.m.
Charleston Ballroom

NCBFAA 2014 Annual Meeting

All Regular Members are requested to attend this once-a-year event, which includes Officer, Counsel and Committee reports.
Presiding: Darrell Sekin, DJS International Services, Inc. and NCBFAA President
(Regular Members Only, Please)

12 to 2 p.m.
Cherry Lounge

First Lady's Luncheon: Special USO Awareness Event

Host: Marty Sekin, NCBFAA First Lady

12 to 1:30 p.m.
Red Rock Ballroom

Lunch

Lunch will be served in the Exhibitor MarketPlace. Attendees are encouraged to visit their exhibitor colleagues who support the Conference.
Sponsored by: Louisiana Maritime International Chamber of Commerce, Inc.

The Exhibitor MarketPlace Luncheon & Libations Area

Sponsored by: Roanoke Trade

1:30 to 5 p.m.
Pool Area

The NCBFAA Outdoor Hospitality

Sponsored by: Roanoke Trade

[Click here to view invitation](#)

1:30 to 2:45 p.m.
Charleston Ballroom

[eBond is Coming:](#) How Will It Work?

Précis: CBP has started the development phase of eSTB with deployment scheduled for early 2015. Hear about CBP's concerns related to bond execution issues and their recent push for a fully functioning eBond system, starting with single transaction bonds. You will also be informed of the surety perspective and how your understanding of the process will help you maintain this important revenue stream. Learn how your software provider is involved and how the transfer of entry data to the surety for bond issuance will be seamless and efficient.

Panelists:

- Colleen Clarke, Roanoke Trade
- Lisa Gelsomino, Avalon Risk Management
- Celeste Catano, Kewill
- Bruce Ingalls, U.S. Customs and Border Protection

Moderator: Daniel Meylor, Carmichael International Service

2:45 to 3:15 p.m.
Red Rock Ballroom

Break in Exhibitor MarketPlace

Attendees are encouraged to visit the exhibits during this break. You'll want to stop by, as many of our Exhibitors will be giving away prizes as part of raffles!

Sponsored by: Port of Long Beach

3:15 p.m. to 4:30 p.m.
Charleston Ballroom

A View on the Changing Role of the Broker & Forwarder:

Opportunities, Exposures, Solutions

Précis: With increasing demands from clients in today's environment, customs brokers, freight forwarders and OTIs are taking on more responsibility. This changing role of the broker, forwarder and OTI translates to more business opportunities, but also greater exposure to risk. Join this session to hear advice from professionals that regularly service brokers, forwarders, and OTIs on how you can maximize profit opportunities while protecting your business from the legal issues and potential E&O exposures surrounding this changing role. How do you evaluate your importer and exporter clients to evaluate profitability and minimize risk? Our panel of experts can help you with your importer and exporter review and with risk management solutions, especially in an electronic and changing environment. Learn what CBP considers to be red flags and what you can do to avoid them.

Panelists:

- Lenny Feldman, Sandler, Travis & Rosenberg, P.A.
- Lisa Gelsomino, Avalon Risk Management
- Colleen Clarke, Roanoke Trade
- Bruce Ingalls, U.S. Customs and Border Protection

Moderator: Daniel Meylor, Carmichael International Service

6:30 to 9:30 p.m.
Cherry Lounge

Monday Mix & Mingle *(Reception & Dinner Included)*

Join your colleagues for an exciting evening of networking over a banquet of fine cuisine, refreshing beverages and a very special evening.

Sponsored by: WCA

[Click here to view the invitation](#)





Tuesday, April 8, 2014

7 a.m. to 8 p.m.
Red Rock Foyer

NCBFAA Conference Registration Desk / Information Center
Sponsored by: Boston Customs Brokers and Freight Forwarders Association

7 a.m. to 8 p.m.
Red Rock Foyer

NCBFAA Cyber Café

7 to 8:30 a.m.
Feast Buffet

NCBFAA Speakers Breakfast

Conference speakers gather with their fellow panelists to review their presentations for the day. Reservations made under the name of each Tuesday Session Moderator.

7 to 11:45 a.m.
Feast Buffet

Breakfast Buffet on Your Own

(Coupon provided at registration)

Spouse / Guest Breakfast Buffet on Your Own

(Coupon provided at registration)

Also included in the program is one of the annual highlights when the Spouse / Guests gather on Tuesday and Wednesday morning in a casual breakfast atmosphere, and flow in and out, depending on their schedules. This is one of the premier opportunities for Conference Veterans to put their hospitality "welcome hats" on, while making everyone new feel comfortable during their conference experience.

Breakfast is served from 7 – 11:45 a.m. A table will be reserved under NCBFAA on a flow situation from 8:30 – 10 a.m.

8 a.m. to 7 p.m.
The Spa

The Spa at Red Rock

Registered Spouse/Guest will receive a credit towards any treatment at The Spa on Tuesday.

Photo ID is required for access into the fitness and spa facilities.

OR

10 a.m.
Red Rock Lanes/Feast Buffet

Fun and Games: Bowling, Lunch and a Movie

8:30 to 10 a.m.
Charleston Ballroom

Export Regulatory Update: Impact to Freight Forwarders

Précis: There were major multi-agency regulatory changes in 2013, some of which will be in their initial implementation at the time of this panel. The first two implementations of Export Control Reform (ECR) will be in place: AES will have just moved over to the ACE platform, with new capabilities to offer quick visibility to USPPs and Export Partner Government Agencies (PGAs); the revised Foreign Trade Regulations (FTR) will now be in effect; the Advanced Export Information (AEI) pilot may be underway. What does all of this mean to us? Our government partners will be here to provide status updates and perhaps some insight into what the future holds for us.

Panelists:

- Gerard Horner, Director, Office of Technology Evaluation, Bureau of Industry & Security
- Joe Cortez, Chief, Regulations, Outreach and Education Branch, Foreign Trade Division, Census Bureau
- Brenda Smith, Executive Director, ACE Business Office, U.S. Customs and Border Protection
- John Connors, Director of Import & Export Control, Office of Field Operations, U.S. Customs and Border Protection

Moderator: Paulette Kolba, Norman Krieger Inc.

9:30 a.m. to 3:30 p.m.
Red Rock Ballroom

Exhibitor MarketPlace Reopening Final Day for the Exhibitor MarketPlace

10 to 10:30 a.m.
Red Rock Ballroom

Break in Exhibitor MarketPlace
Attendees are encouraged to explore the Exhibitor MarketPlace, designed to introduce you to, or keep you and your organization abreast of, new and/or reliable industry services, products, and information.

10:30 a.m. to 12 p.m.
Charleston Ballroom

Past, Present, Future: 100 Years of Commercial Aviation and Beyond

Précis: Since 9/11 there have been many hurdles and a resounding number of accomplishments to increase aviation security. As well, there is still much to be considered and obtained to keep our airways safe and allow for the rapid movement of legitimate air cargo. Join this panel to take a brief look at where we were, a view of where we are and a glance at what the future holds for air cargo security. Will the electronic age make us safer?

Panelists:

- Todd A. Hoffman, Acting Executive Director, Cargo and Conveyance Security, Office of Field Operations, U.S. Customs and Border Protection
- Warren Jones, Cargo Network Services Corp.
- Thomas M. Friedman, Industry Engagement Manager, Surface Air Cargo Office of Security Policy & Industry Engagement, TSA
- Sandra A. Scott, LCB, SEKO Logistics

Moderator: Donna Mullins, Mullins International Solutions

12 to 1:30 p.m.
Siena

Affiliated Association Presidents Network Lunch
(For APNs or their representatives)

12 to 1:30 p.m.
Red Rock Ballroom

Lunch in Exhibitor MarketPlace
Lunch will be served in the Exhibitor MarketPlace. Attendees are encouraged to visit their exhibitor colleagues who support the Conference.
Sponsored by: Louisiana Maritime International Chamber of Commerce, Inc.

The Exhibitor MarketPlace Luncheon & Libations Area
Sponsored by: Roanoke Trade

[Click here to view invitation](#)

1:30 to 5 p.m.
Pool Area

The NCBFAA Outdoor Hospitality
Sponsored by: Roanoke Trade

[Click here to view invitation](#)

1:30 to 3 p.m.
Charleston Ballroom

Federal Maritime Commission: Where Are We?

Précis: Since the FMC's "Advanced Notice of Proposed Rulemaking," there has been much controversy regarding the sweeping changes being proposed. Our panel will discuss the schedule of provision, if implemented.

Speaker: Mario Cordero, Federal Maritime Commission Chairman

Moderator: Rich Roche, Mohawk Global Logistics

3 to 3:30 p.m.
Red Rock Ballroom

Final Break and Raffles in Exhibitor MarketPlace
Attendees are encouraged to visit the exhibits during this break when NCBFAA and many exhibitors will select their Exhibit Booth raffle winners.

3:30 to 5 p.m.
Charleston Ballroom

FMCSA: MAP21

Précis: As a custom broker, freight forwarder, or NVOCC, have you determined your role in moving domestic freight as either a Property Broker, Freight Forwarder, or Motor Carrier? Do you feel that since you are bonded and licensed, that is the end of it? Do you feel you are exempt from compliance? If you have confidently made these determinations, could your current documentation sabotage your status? Attend this session to find out how you can better protect yourself.

Panelists:

- Ed Greenberg, Esq. GKG Law, P.C.
- Merit Tremper, Rim Logistics
- Andrew R. Spector, Esq, Spector Rubin, P. A.

Moderator: Melzie Wilson, Mallory Alexander

7 to 11 p.m.
Red Rock Ballroom

NCBFAA Dinner Banquet Celebration: Industry Stars Rock the Red
Carpet (*Formal Attire - Tux is optional*)
*Sponsored by: Avalon Risk Management and Great American
Insurance Company*

[Click here to view invitation](#)





Wednesday, April 9, 2014

7:30 a.m. to 7 p.m.
Red Rock Foyer

NCBFAA Conference Registration Desk / Information Center
Sponsored by: Boston Customs Brokers and Freight Forwarders Association

7:30 a.m. to 7 p.m.
Charleston Foyer

NCBFAA Cyber Café

7 to 8:30 a.m.
Feast Buffet

NCBFAA Speakers Breakfast

Conference speakers gather with their fellow panelists to review their presentations for the day. Reservations made under the name of each Wednesday Session Moderator.

7 to 11:45 a.m.
Feast Buffet

Breakfast Buffet on Your Own

(Coupon provided at Feast Buffet registration)

Spouse / Guest Breakfast Buffet on Your Own

(Coupon provided at registration)

Also included in the program is one of the annual highlights when the Spouse / Guests gather on Tuesday and Wednesday morning in a casual breakfast atmosphere, and flow in and out, depending on their schedules. This is one of the premier opportunities for Conference Veterans to put their hospitality “welcome hats” on, while making everyone new feel comfortable during their conference experience.

Breakfast is served from 7 – 11:45 a.m. A table will be reserved under NCBFAA on a flow situation from 8:30 – 10 a.m.

8:30 to 9:30 a.m.
Charleston Ballroom

Broker-Known Importer Program: Leveraging the Broker-Client Relationship

Précis: CBP challenged the NCBFAA to address their relationship with CBP and the importing public. How can we better assist our customers in their relationships with CBP? The NCBFAA has made a proposal that will allow a broker to work with the importer on their import compliance knowledge and have that knowledge recognized by CBP.

Panelists:

- Heather Sykes, U.S. Customs and Border Protection
- Alan Kelstadt, Grunfeld Desiderio Lebowitz Silverman & Kelstadt LLP
- Darrell Sekin, DJS International Services, Inc. and NCBFAA President

Moderator: Mary Jo Muoio, OHL Trade Services

9:30 to 9:45 a.m.
Charleston Ballroom Foyer

Morning Session Break

9:30 a.m. to 12 p.m.
Bally's Theatre

Spouse / Guest Event: Optional Tour - Backstage at Bally's:
"Showbiz" Tour
(Lunch and the cost of the tour is not included in registration price)

Space is still available! The cost to participate is \$60/per person.

There are approximately four flights of stairs involved in the tour; therefore, there is limited handicapped access. Comfortable walking shoes are recommended.

9:45 to 11 a.m.
Charleston Ballroom

Revisions to Broker Regulations: What has Changed and What is Changing?

Précis: Work on modernization of the Broker Regulations is focused on issues that will affect your business directly. Your representatives are working to create a less cumbersome and more meaningful relationship with CBP through particular revision of Part 111. Continuing Education is a done deal. Attend this session to learn what's next in line for regulatory reform and what's on the drawing board.

Panelists:

- Heather Sykes, U.S. Customs and Border Protection
- Myra Reynolds, John S. James Co.
- Mary Ann Comstock, UPS Supply Chain Solutions

Moderator: Ken Bargteil, Kuehne + Nagel, Inc.

11 a.m. to 12 p.m.
Charleston Ballroom

CEEs: It's 2014 - Do You Know Where Your Entries Are Being Reviewed? - Managing Work in the CEE's, The Ports, and the Customs Broker's Office.

Précis: All 10 CEEs are growing. More accounts are being assigned to each CEE and entries are being reviewed there. This panel will discuss the growing interaction between CBP, importers, and brokers as CBP continues this featured move in their trade transformation.

Panelists:

- Todd Hoffman, U.S. Customs and Border Protection
- Anne Maricich, U.S. Customs and Border Protection
- Joe Trulik, FedEx Trade Networks Transport & Brokerage
- Karen Damon, DHL Global Forwarding

Moderator: Mark Shacklette, UPS Supply Chain Solutions, Inc.

12 to 5 p.m.
Pool Area

The NCBFAA Outdoor Hospitality
Sponsored by: Roanoke Trade

[Click here to view invitation](#)

12 to 1:30 p.m.
Red Rock Ballroom

Keynote Luncheon: CBP Headquarters Update
Speaker: The Honorable R. Gil Kerlikowske, Commissioner, U.S. Customs and Border Protection, DHS
Introduced by: Darrell Sekin, DJS International Services, Inc. and NCBFAA President
Sponsored by: PortMiami

1:30 to 2:45 p.m.
Charleston Ballroom

ACE: It Does So Much More Than Last Year. Do You Understand How To Use The Functionality To Benefit Your Business?

Précis: With CBP's use of Agile Development, new functionality in ACE is being developed and deployed on an accelerated schedule. ACE is doing far more, faster now than ever. Are you and your software vendor up to speed and are you taking advantage of the new deployments? This panel will review day to day issues in using ACE and how to stay ahead of the curve. Now that CBP has a specific schedule for the decommissioning of ACS, it's time to make sure your development, deployment, and decommissioning plans align with those of CBP.

Panelists:

- Brenda Brockman-Smith, U.S. Customs and Border Protection
- Vincent Iacopella, The Janel Group of Los Angeles, Inc.

Moderator: Amy Magnus, A.N. Deringer, Inc.

2:45 to 3:15 p.m.
Charleston Foyer

Afternoon Session Break

3:15 to 4:45 p.m.
Charleston Ballroom

Enforcement through the Lens of Trade Transformation

Précis: We have had a lot of discussions on how CBP's Trade Transformation will assist in trade facilitation for compliant importers, but the transformation is also about CBP using tools to stop violators. This will be a discussion on how CBP anticipates using new tools and options in performing its enforcement mission.

Panelists:

- Richard DiNucci, U.S. Customs and Border Protection
- Alan Klestadt, Grunfeld Desiderio Lebowitz Silverman & Klestadt LLP.
- Scott Larson, MOL Logistics (USA), Inc.

Moderator: Daniel Meylor, Carmichael International Service

6:30 to 8 p.m.
Red Rock Ballroom

Closing Reception Special Recognition Awards and Installation of 2014 NCBFAA Officers

Moderator: Darrell Sekin, NCBFAA President
Sponsored by: Affiliated Presidents' Network





Thursday, April 10, 2014

Sponsored by: Integro Insurance Brokers/Navigators Management Company

7 a.m. to 3 p.m.
Charleston Foyer

NCBFAA NEI Thursday Workshop
Registration Desk / Information Center

8 a.m. to 3 p.m.
Charleston Foyer

NCBFAA Cyber Café

Concurrent Sessions

8:15 to 9:45 a.m.
Charleston Ballroom

A) CCS Session: Evolution or Transformation: The Changing Role of Customs Brokerage

Précis: Customs and Border Protection (CBP) is in the process of reviewing and modernizing the broker regulations affecting many aspects of how we work, such as continuing education, permits, employee reporting, and relations with third parties. Additionally, CBP is piloting a broker ISA pre-certification program, changing the CBP Form 5106 and may require that importers establish their bona fides. Centers of Excellence and Expertise are up and running. In view of the fundamental changes on, and just beyond the horizon Customs brokers must reconsider their role and realign their businesses. You cannot afford to miss this session.

Presenters:

- Daniel Gluck, Partner, Simon Gluck & Kane LLP
- Adam Hill, VP of Operations, Scarborough International, Ltd
- Michael Lahar, Compliance Manager, A.N. Deringer, Inc.
- Cindy Allen, VP and Head of Brokerage U.S., DHL Global Forwarding

B) CES Session: Export Control Reform: Exposing the Risks for the Unsuspecting Freight Forwarder

Précis: For some time now, we have been hearing about export reform and how it will streamline exports, but with its implementation questions arise. Are the changes to Census, BIS & DDTC laws and regulations making it easier to export? Has responsibility shifted from the exporter to the forwarder? What are the consequences for freight forwarders who don't fully understand the new regulations? Learn what you can do to take full advantage of export reform and how to set up internal controls and procedures to meet government requirements and limit your exposure.

Presenters:

- Lenny Feldman, Sandler, Travis & Rosenberg, P.A.
- Dwayne Hayward, U.S. Department of Commerce, BIS, Office of Export Enforcement, L.A. Field Office
- Melzie Wilson, Vice President of Compliance, Mallory Alexander and NCBFAA Transportation Committee Vice Chairman

Concurrent Sessions

10 to 11:30 a.m.
Charleston Ballroom

A) CCS Session: International Trade Agreements & Trade Preference Programs: Money Makers or High Risk Claims Sources?

Précis: A good many small and medium sized companies, along with a few large ones, do not clearly understand how to properly qualify their free trade agreements claims. They typically rely on their freight forwarder or customs broker to guide them - and once those claims fail, their first line of defense is: My broker or forwarder is at fault!

Are you prepared to assist your customers when an audit occurs? Have you figured out how to make this a revenue stream? As a service provider, do you know the 10 steps you need in your procedures to lower the likelihood of having your customer file a claim against your company for faulty FTA claims? Does your vetting process include the 10 things your customer needs to know to increase the likelihood its FTA claims will be accepted as valid? Learn these and other valuable tips at this hands-on session.

Presenters:

- Susan Kohn Ross, Mitchell, Silberberg & Knupp, LLP
- Amy Magnus, A.N. Deringer, Inc.
- Eduardo Acosta, VP, Richard L. Jones Customhouse Brokers, Inc.

B) CCS & CES Session: Intellectual Property Rights: How to Detect and Avoid the Scammers

Précis: Clearly customs brokers are at risk for implication in scams to importer infringing merchandise. Do you know the red flags for an IPR scam? Will your errors and omissions insurance cover your defense if you are sued by a rights holder? What do you do if you suspect that you have made entry for an identity thief? What are your best defenses against being an unwitting victim and the only one in sight when an IPR scam has been detected by federal investigators? If you are uncertain about any of the answers to these questions and others arising out of an IPR scam, you will want to attend this session.

Presenters:

- Peter Quinter, GrayRobinson, P.A.
- Robert Crane, US Customs Program Manager, Global Security & Brand Protection UL, LLC

Concurrent Sessions

11:45 a.m. to 1 p.m.
Charleston Ballroom

A) CCS & CES Session: Insuring Your Exposure: Limiting Risk
When Delivering International Trade Services

Précis: What are your insurance needs and how can you meet them? This session will provide a survey of the various insurance needs for a typical business owner in our sector of industry. Errors & Omissions, performance bonds, fire, casualty and personal liability, vehicle and fleet, credit risk, workers compensation, employee benefits, key employee insurance--these are all part of the insurance puzzle facing the modern business owner. How do the puzzle pieces come together to produce the level of risk mitigation you want? That's what this session is all about.

Presenters:

- Keith Sanchez, Avalon Risk Management
- Ed Mascher, Integro Insurance Brokers
- Jason Odgers, Senior Account Executive, Roanoke Trade

B) CCS & CES Session: The Bank Payment Obligation (BPO): A
New International Payment Option for Today's World

Précis: Exporters and importers are always looking for cost and time saving tools to get paid. Freight Forwarders and Customs House Brokers need to know what options are available to their clients and what role they may need to play in the new payment options and regulations. The International Chamber of Commerce's Banking Commission and the financial messaging provider SWIFT developed the first ever uniform rules governing Bank Payment Obligations (BPO). BPO is the modern day answer to letters of credit, because it is a new means of automated and secure financial settlement. BPO is an irrevocable and independent undertaking given by a bank to another bank that payment will be made after successful electronic matching of data provided by the importers and exporters. This workshop will introduce BPO and present the rules for this electronic, fast and swift payment solution to provide to your customer.

Presenters:

- Cindy Duncan, Senior VP of Carnet and Trade Services,
United States Council for International Business
- Hector Blatazar, VP Global Trade Product Management, J.P.
Morgan

1:15 to 2:30 p.m.
Charleston Ballroom

CCS & CES Session: Foreign Trade Zones & Bonded Facilities:
Getting the Biggest Bang for Your Client's Buck

Précis: How can you and your clients get the most out of a Foreign Trade Zone (FTZ) or other bonded facilities? What is the Alternative Site Framework (ASF) and how has it changed the FTZ landscape? How can an FTZ be used to manage issues such as import and export of restricted merchandise, or goods subject to quota, and ADD/CVDs? What guidelines for management of an FTZ will help you avoid penalties and claims? When is it appropriate to use a bonded warehouse, CFS and/or in-bonds? Which option best matches your clients' needs? This session will answer all of these questions and more.

Presenters:

- Kathy Wilkins, Vice President, Alliance Operating Services
- Jill James, Chief Operations Officer, John S. James Co.
- Steve Boecking, Vice President, Hillwood Properties, A Perot Co.
- Curtis Spencer, IMS Worldwide, Inc.
- Suzanne Smith, Trade and Customs Manager, Rockefeller Group

