

2013 CONECT Young Professionals Conference  
“From Young Professionals for Young Professionals”  
Afternoon session at CONECT’s Northeast Cargo Symposium



**November 7<sup>th</sup> 2013, 1:30pm – 7:00pm**  
**Boston Marriott Newton, 2345 Commonwealth Ave. Newton, MA**

Seven CYPs from six different companies including importers, exporters, freight forwarders and steamship lines presented news and analysis on industry related topics to their peers in a special afternoon session of CONECT’s New England Cargo Symposium. Topics included an update on the market opportunities and challenges in the BRIC countries, the benefits and risks of Free Trade Agreements and the details on various import regulations and programs. The session was kicked off by industry thought leader [Adrian Gonzalez](#) who offered his insights and advice to the young professionals in the audience. The benefits of seminars such as the Cargo Symposium were echoed in Adrian’s remarks when he said “if you’re not learning, you’re not leading.”

We were very happy to have about 20 other Young Professionals as well as CONECT board members and industry experts attend the session. We look forward to hosting similar events in the future and hearing from our peers and colleagues on all aspects of international trade. There is plenty to talk about! Please see the NECS session agenda below to see what was discussed.



L to R: Georgian Burton, Haemonetics Corporation; Ryan Dooley, Hamburg Sud North America; Kerriane Doneghey, Carotrans

The CONECT Young Professionals are excited for 2014 to coordinate relevant and educational events to help bring the next generation of supply chain professionals up-to-speed with industry trends, to network with peers and industry veterans and to have fun in the process. If you would like more information on the CYPs feel free to reach out to CYP President James McCarthy at [james.mccarthy@nora.com](mailto:james.mccarthy@nora.com) . We look forward to hearing from you!



Jennifer Visinho, Bryant University and James McCarthy, nora systems, Inc.

## Session Agenda:

2:15pm Welcome – CYP President – James McCarthy

2:20pm Adrian Gonzalez – President, Adelante – SCM industry thought leader and consultant  
**“Moving Forward: Advice for Supply Chain and Logistics Young Professionals”**

2:35pm CYPs’ experiences doing business with the BRIC countries (Brazil, Russia, India and China)

- **Overview of BRIC countries** – Moderator, Ryan Dooley, Hamburg Süd
- **BRIC Countries from a Carrier Perspective; Focus on Brazil** – Lauren Stokes, Hanjin
- **Imports from China** – Mark Findaro, International Forest Products

3:35pm Break

3:45 pm CYPs involved with C-TPAT, ISF and Free Trade Agreements

- **Free Trade Agreements** – Georgina Burton, Haemonetics
- **ISF – Benefits and Challenges** – Mike Bartone, Panalpina
- **C-TPAT** – Shane Knapp, International Forest Products
- **Compliance software for denied party screening** – Moderator, James McCarthy, nora systems Inc.

5:00pm Join NECS attendees for Chafee Scholarship Raffle Drawing,  
Closing Remarks & Meeting Adjournment

5:30pm Networking Cocktail Reception with NECS attendees