

18TH ANNUAL NORTHEAST CARGO SYMPOSIUM AGENDA
NOVEMBER 6, 2019
7:45 AM-7:00 PM GRADUATE HOTEL, PROVIDENCE, RI

<i>“How Trade Disputes Are Changing the Logistics World”</i>	
7:45-8:30 AM 45 minutes	Sponsored Networking Continental Breakfast and Registration/Check-in
8:35-8:45 AM 10 minutes	Opening Remarks – Symposium Transportation Chair – Kevin Laffey, Director of Cargo Business Development, Port of Boston Introduction – Symposium Trade Chair – Paula Connelly, Member, Sandler, Travis & Rosenberg, P.A. Scholarship Program Appeal
8:45-9:15 AM 30 minutes	Peter Friedmann Update – <i>Scoop from DC - So Much More Than Impeachment</i> Peter Friedmann, FBB Federal Relations, CONECT Counsel
9:15-10:25 AM 70 minutes	Session One: <i>Alternatives to Trading With China</i> Moderator: Matthew Bock, Partner, Middleton Shrull & Bock Speakers: Amy Elmore, Director of International Logistics, Bob's Discount Furniture Jack Daniels, President and CEO, EastBridge Strategic Sourcing Sri Laxmana, Vice President Global Ocean Services, C.H. Robinson Topics: <ul style="list-style-type: none"> • Effects of existing duties and concerns about future duties • Alternative trading partners: Indonesia, Bangladesh, Vietnam

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	<ul style="list-style-type: none"> • Vietnam at capacity (sourcing, logistics, carrier calls); is new capacity coming online? • Potential challenges when shifting sources: <ol style="list-style-type: none"> 1. Finding reliable appropriate suppliers and forwarders 2. Must you change ocean carriers? 3. Is there sufficient manufacturing and transportation capacity? 4. Differences in regulations, costs, trade agreements and preferences 5. Time and complexity of making changes
<p>10:25-10:40 AM 15 minutes</p>	<p>Sponsored Coffee Break</p>
<p>10:45-11:55 AM 70 minutes</p>	<p>Session Two: <i>East Coast vs. West Coast vs. Gulf Coast: How Are U.S. Seaports Competing for the Future?</i></p> <p>Moderator: Toby Gooley, Contributing Editor, DC Velocity</p> <p>Speakers: Ted Prince, COO and Co-Founder, Tiger Cool Express Jim Brennan, Partner, Capstan Consulting Josh Brogan, Vice President, A. T. Kearney</p> <p>Topics:</p> <ul style="list-style-type: none"> • How Walmart chose a new port for its imports • Impact of China tariffs and Panama Canal expansion on U.S. seaports: Winners and losers • How will carriers' responses to trade and infrastructure changes affect ports' competitiveness? • Ports' investments in technology and infrastructure • Is labor willing to change with the times?

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12:00-12:10 PM 10 minutes	Pre-Lunch Quick Break
12:10-1:20 PM 70 minutes	<p>Keynote Lunch:</p> <p>Introduction: Peter Friedmann</p> <p>Keynote Address: <i>US-China Trade Negotiations</i> Amy Celico, Principal, Albright Stonebridge Group</p> <p>Top Sponsor Recognition: RoadOne IntermodaLogistics and Port of Boston</p>
1:20-1:40 PM 20 minutes	Sponsored Dessert and Coffee Break
1:45-2:55 PM 70 minutes	<p>Session Three: <i>Technology Advancing the Transportation Industry</i></p> <p>Moderator: Matt Miller, Business Correspondent, AJOT</p> <p>Speakers:</p> <p>Steve Banker, Vice President, Supply Chain Services, ARC Advisory Group</p> <p>Annette Mueller, Senior Commercial Manager North America, TradeLens/Maersk GTD</p> <p>Gary Barraco, Senior Director, Product Marketing, E2open</p> <p>Topics:</p> <ul style="list-style-type: none"> • Blockchain • GTM software • Data standardization/digitization • Supply chain visibility and interoperability

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<p>2:55-3:30 PM 35 minutes</p>	<p>Session Four: (Part 1) Customs Update – New Initiatives</p> <p>Introduction: Celeste Catano, Global Product Manager, BluJay Solutions</p> <p>Speaker: Brenda Brockman Smith, Executive Assistant Commissioner, Office of Trade, U.S. Customs and Border Protection (CBP)</p> <p>Topics:</p> <ul style="list-style-type: none"> • General overview of Customs initiatives • CTPAT and enforcement • Trade remedies • Enforce and Protect Act (EAPA) • How CBP is dealing with frequent tariff changes • Policy on importers who may need more time to update their internal systems
<p>3:30-3:45 PM 15 minutes</p>	<p>Quick Break</p>
<p>3:45-4:35 PM 50 minutes</p>	<p>Session Four (Part 2) Customs Update – New Initiatives</p> <p>Moderator: Paula Connelly</p> <p>Speakers: Celeste Catano, Global Product Manager, BluJay Solutions Geoff Powell, President, C.H. Powell Co. Barb Secor, Senior Director Global Trade Compliance, Thermo Fisher Scientific</p> <p>Topics:</p> <ul style="list-style-type: none"> • Impact of CBP initiatives on the trade community • How are BCOs and others dealing with/adapting to frequent tariff changes, often on short notice?

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	<ul style="list-style-type: none"> • Consequences for importers who may need more time to update their internal systems • Best practices and effective responses to changing Customs policies, trade policy, and tariffs
4:40-5:10 PM 30 minutes	<i>Peter Friedmann's Symposium Wrap-Up</i>
5:10-5:40 PM 30 minutes	<p>Scholarship Raffle Drawing – Jack Bender, Director of Sales and Marketing, A.N. Deringer</p> <p>Grand Prize Drawing – Kendall Kellaway, Manager Commercial Strategy and Solutions, RoadOne IntermodaLogistics</p> <p>Closing Remarks – Kevin Laffey</p>
5:45-7:00 PM 75 minutes	Networking Cocktail Reception