



College of  
Engineering &  
Computing Sciences



NATIONAL INSTITUTE  
FOR WORLD TRADE  
TRAINING THE WORLD



**Import Operations Compliance Seminar**  
**Tuesday – December 3, 2019**  
**8:00 am – 5:00 pm**  
**NYIT de Seversky Mansion**  
**1 Northern Boulevard, Old Westbury NY 11568**

Advanced registration required - \$125.00 per person

Includes Textbook, Workshop Materials, Breakfast, Lunch & Networking Reception

**Participants to Receive Continuing Education Credits**



**Sponsors:**



**Partners:**



## Program – December 3, 2019

8:00 – 9:00 AM Register & Breakfast

8:45 AM Welcome - NYIT

9:00 – 10:30 AM Creating an Internal Import Trade Compliance Program  
**Thomas Cook**, CEO, Blue Tiger International

- ✓ The foundation issues involved in creating an import trade compliance program, gaining senior management and divisional support, internal training programs, SOP creation and business process improvements.
- ✓ Importance of responsible import operations, documentation, procedures
- ✓ Landed Cost Modeling
- ✓ Focus on ...Tariff Mitigation In-General and 232 & 301

10:30 AM Break

10:45 AM – 12:30 PM Import Trade Compliance Foundation Review  
**Kelly Raia**, Managing Director, Blue Tiger International

- ✓ Basic Import Operations
- ✓ Understanding U.S. Customs (CBP)
- ✓ Informed vs Enforced Compliance
- ✓ Documentation
- ✓ Duties & Taxes
- ✓ Classification (HTS)
- ✓ Valuation
- ✓ Transfer pricing
- ✓ Disclosures
- ✓ Importer of Record & Ultimate Consignee
- ✓ Assists
- ✓ Goods Being Returned
- ✓ "Carnet" Utilization
- ✓ INCO Terms
- ✓ Record Keeping
- ✓ Other Government Agencies...Census, DHS, USDA, ATF, FDA, etc.

12:30 – 1:15 PM Lunch

1:15 - 2:15 PM Import Regulations  
**Salvatore Ingrassia**, Assistant Port Director, JFK Airport U.S. Customs & Border Protection

- ✓ Review of the CBP
- ✓ Import Enforcement
- ✓ Current Events
- ✓ Current Import case studies
- ✓ CBP as a resource

- 2:15-2:45 Panel Discussion: Inbound Freight Management  
**Patti Stoff**, Executive Director, LIIEA  
**Jason Manganaro**, VP, Sparx Global Logistics  
**Tom Gilmore**, Sr Account Manager, Industrial Coverage Corporation
- 2:45 PM Break
- 3:00 - 4:00 PM Importers Panel Discussion  
**Joseph Mantello**, Director of Logistics, Qosina Corporation  
**Luz Cazeneuve**, Import Manager, Dastech International  
**Jason Manganaro**, VP, Sparx Global Logistics
- 4:00 - 4:45 PM Update on CTPAT  
**Kelly Raia**, Blue Tiger International
- 4:45 PM Summary, Review Questions
- 5:00 PM Networking Reception

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