



**international business council
of greater rochester, ny**

an affiliate of 



Upstate New York Trade Conference

May 11-14, 2010

Hyatt Regency
Rochester, New York



May 11

- 2-5pm Registration
- 5 – 7pm Opening Reception

May 12

- 8am – 5pm Workshops
- Keynote Luncheon Speaker
- 5pm Reception and Networking

May 13

- 7:30am – 4pm Workshops continue
- 4pm Reception & Expo opens
- 6:30pm 19th Annual Trade Banquet & Expo
Keynote Speaker: David Koretz, Pres & CEO
BlueTie, Inc

▪Fundamentals Track topics

- Global HR, Translation and Culture, LCs/Trade Finance, Government Assistance Available, Finding a Forwarder, Incoterms/documentation, classification

▪ Import Track topics

- ISF Compliance, CPSC, HTS Classification, Foreign Trade Zones, Duty Drawback, Role of your CTPAT, Broker, CBP, FDA

▪ Export Track topics

- EEI, EAR/ITAR Compliance (day 2 focuses on forms and licensing), BIS, CBP, State Dept, DOD, Role of Broker

May 14 – One on One Consultations
By Appointment only!

Exhibition Open Everyday

Resources for your company to succeed in international trade!

Early Registration pricing (by Apr 9):

- \$75 Trade Banquet only
- \$245 Conference only
- \$299 Full Conference and Banquet

Banquet Only :
Table \$695

Sponsored By



Regular Pricing:

- \$95 Trade Banquet only
- \$295 Conference only
- \$350 Full Conference and Banquet

Banquet only:
Table \$895



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Or contact Laurie DeRoller at Laurie@IBCRochester.com
or 585-530-6220