2020 Customs Seminar
Import 101

Buffalo Marriott at Lecom Harborcenter  |  Buffalo, New York
April 21, 2020

Register now at www.siaed.org
SIA is pleased to present a one-day seminar showcasing Imports and Customs; get the information you need to stay compliant with U.S. Import Regulations. Attend this engaging seminar and join your peers in the trade compliance profession and learn about compliance issues that matter to you from Customs experts who are passionate about the topic. Customs holds the Importer of Record ultimately liable for the accuracy of cross-border transactions. This makes it imperative that you maintain a high level of sophistication, demonstrate due diligence, and ensure you understand your responsibilities. Be prepared to hear about Customs and Border Protection (CBP) and their role in Imports, the role of your Customs Broker and how they differ from your freight forwarder. The seminar will include an industry panel providing perspectives on what you should have in your Import Compliance Plan and how to meet Importer Responsibilities along with topics that support best practices.

Speakers invited include members of U.S. Customs and Border Protection and industry who will provide real-world insight on the foundation of a successful Import Program and the elements to keep in mind to understand the consequences of noncompliance.
HOTEL ACCOMMODATIONS
Buffalo Marriott at Lecom Harborcenter
95 Main Street • Buffalo, NY 14203
A block of rooms has been reserved at the Buffalo Marriott at Lecom Harborcenter for the night of April 20, 2020. The SIA room rate is $106 per night plus tax (single/double occupancy). You can book your room ONLINE or by calling 1-866-792-9206 and ask to book under the SIA Room Block (ask for the 2020 Customs Seminar, Import 101). The room block has been reserved until Monday, March 23, 2020, or until sold out, whichever occurs first.

Book Online - www.marriott.com/events/start.mi?id=1581429550000&key=GRP

TRANSPORTATION
Airport: Buffalo Niagara International Airport, 11.9 miles SW
Taxi: To/from the Buffalo Niagara International Airport - estimate of $35 one way, contact Buffalo Airport Taxi at 716-633-8294.
Parking: Hotel will provide Valet Parking at an overnight rate of $18; Attendees not staying overnight will be charged the HARBORCENTER parking ramp rate of the day - $24/day.
Hotel Shuttle: This hotel does not provide shuttle service.

CONFERENCE REGISTRATION FEE
Non-Members .... $350
Members...... $300
Government...... $250

Payments will not be accepted at event.

Online registration is required.
The registration site is siaed.org/event-3720944
SIA accepts payment by credit card or check.

Your registration is not confirmed until payment is received.

Registration fees include: Continental breakfast, lunch, breaks, reception, and course materials.

Cancellation Policy: Cancellations must be received by Tuesday, April 14, 2020 to be eligible for a refund. There is a $35 fee for all cancellations and bank returned checks. Refunds will not be provided for cancellation requests received after Tuesday, April 14, 2020.

Please make checks payable to: Society for International Affairs or “SIA”
Mail checks to:
Society for International Affairs
Attn: 2020 Import 101 and Customs Seminar
P.O. Box 9466
Arlington, VA 22209

Attire for the conference is business casual.

Conference information and registration at siaed.org/event-3720944

THE SOCIETY FOR INTERNATIONAL AFFAIRS

Background & Purpose
The Society for International Affairs, Inc. (SIA) is a volunteer, nonprofit, educational organization that was jointly formed in 1967 by US Government and Industry. SIA provides a forum for the exchange of information related to export and import licensing. SIA interests cover the entire spectrum of licensing pertaining to the Departments of Commerce, Defense, State, Treasury, and Homeland Security.

Activities
Business luncheon meetings are held regularly and feature guest speakers who address regulatory and policy issues affecting exporting and importing. Conferences and seminars are presented on a regular basis to educate and instruct the export community on all aspects of defense and commercial exports and technology transfers.

Code of Conduct
The meetings and functions of SIA are designed to facilitate the free exchange of ideas and information. Information from these sessions is not for attribution or publication. Recording devices may not be used. SIA members and attendees are expected to uphold the highest standards of personal conduct at all SIA functions and must abide by the Code of Conduct.

Membership
Membership is comprised of over 2,000 members consisting of Industry, U.S. Government, and embassies. Information about SIA membership is available at www.siaed.org.
Import 101

Tuesday, April 21, 2020

7:30  Registration & Breakfast

8:15  Opening Remarks  
Marc Binder, International Trade Compliance Strategies, SIA President  
FranMarie Mulla, Moog Inc., Conference Co-Director

8:30  Overview of U.S. Customs & Border Protection (CBP)  
U.S. Customs & Border Protection
• Mission of CBP  
• How CBP is organized  
• Centers of Excellence and Expertise (CEE)  
• Regulation Enforcement
Q&A

9:15  Role of U.S. Customs & Border Protection (CBP) in Imports  
U.S. Customs & Border Protection
• Border Crossing 101  
• Shipment Inspections  
• Automated Commercial Environment (ACE) and how industry uses it  
• How CBP uses ACE
Q&A

10:00  Break

10:15  Understanding the Entry Process and the Harmonized Tariff Schedule (HTS)  
Marc Binder, International Trade Compliance Strategies
• Overview of the steps needed to import your product  
• What is the HTS and how is it used  
• Classifying your product  
• What are the General Rules of Interpretation
Q&A

11:15  Role of Your Customs Broker and Reasonable Care  
Jim Trubits, Mohawk Global
• What is Reasonable Care?  
• How a Customs Broker differs from a Freight Forwarder  
• Classification/Documentation shared with your Customs Broker  
• Exploring Section 232/301’s  
• Valuation overview  
• Importance of understanding a product’s country of origin and related marking requirements  
• Recordkeeping  
• Importer Entry Reviews – do I need to do them?
Q&A

12:15  Lunch

1:15  Duty Free Entries  
Industry Speaker  
• U.S. Goods Returned/Temporary Import Bonds  
• Free Trade Agreements  
• DOD Duty Free under USG Contract  
• ATA Carnets
Q&A

2:15  Industry Perspective on Meeting Importer Responsibilities  
Moderator: Jon Yormick, Phillips Lytles  
Industry Panel
• Import Compliance Plan  
• Managing Your Broker  
• Documented Processes/Manual  
• Recordkeeping  
• Auditing  
• ACE Portal
Q&A

3:15  Break

3:30  Focused Assessment/Prior Disclosures  
Industry Speaker  
• Difference between a Post Summary Correction and a Prior Disclosure  
• When do you submit a Prior Disclosure  
• DO’s and Don’ts  
• What are Focused Assessments  
• Importer Self-Assessment Program – how to avoid a focused assessment
Q&A

4:15  Incoterms  
Industry Speaker  
• What are Incoterms  
• How are they used in contracts and purchase orders  
• Comparison between terms and what they cover-  
• Transfer of title and risk of loss and when it occurs  
• How the new Incoterms® 2020 terms deviate from Incoterms® 2010  
• The risks and benefits of each term
Q&A

5:00  Conference Wrap-up and Adjourn

Register early... seating is limited!  
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