



EXPORTING TO ASIA, Focus on China & South Korea

Monday, September 17, 2018

Sheraton LaGuardia East Hotel, 135-20 39th Avenue, Flushing, NY

AGENDA

- 11:30 am** **Registration & Networking**
- 12:00 pm** **Lunch/Introductions**
- Thomas J. Grech, President & Chief Executive, Queens Chamber of Commerce*
Carmela Mammàs, Director, US Commercial Service NY | US Department of Commerce
Joe Schoonmaker, Chair, New York District Export Council (NY DEC)
- 12:45 pm** **Agenda Review and Opening Remarks**
- Tom Cook, Managing Director, Blue Tiger International | NYDEC*
- 1:00 pm** **Financial Risk Management: Banking, Insurance & Receivable Protection**
(Panel Discussion)
- Charles J Dugan, Vice President, TD Bank | NYDEC*
Jon Carroll, Vice President, Bradley & Parker
Joe Schoonmaker, Marketing Director, Risk Protection International | NYDEC
- 1:45 pm** **Export Opportunities & Strategies in South Korea**
- Adrian Stover, Korea, Australia, and New Zealand Desk*
International Trade Administration, US Department of Commerce, Washington D.C.
- 2:30 pm** **VIP Speaker**
- Congresswoman Grace Meng, US Representative 6th District of NY*
- 2:50 pm** **Break – Networking**

- 3:05 pm** **Freight, Transportation & Logistics**
Jason Mangano, Vice President, Sparx Logistics HK
- 3:30 pm** **Export Opportunities & Strategies in China (Panel Discussion)**
Louis Chan, Assistant Principal Economist, HKTDC
Exports to China and Leveraging Hong Kong
Larry Delson, Principal, Delson International Inc. | NYDEC
Exporting to China ... Challenges & Opportunities
Jeffrey A. Lindenbaum, Partner, Collin IP
Protecting your Intellectual Property in Asia
Tom Cook, Managing Director Blue Tiger International | NYDEC
Understanding and Navigating the New Duty Tariffs
- 4:20 pm** **Developing Resources**
KL Fredericks, Director, US Commercial Service Harlem | US Department of Commerce
US Government Resources for Exporters
Jamie Moore, Executive Director, Ignite Trade Association
Resources and Grants Available to Exporters
- 5:10 pm** **Summary**
- 5:15 pm** **Reception**

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