

**FTZs:**  
**STABILITY IN**  
*A WINDY*  
*CITY*



**47<sup>TH</sup> ANNUAL CONFERENCE  
& EXPOSITION**

September 8-11, 2019  
The Palmer House Hilton  
Chicago, IL





ONESOURCE™ GLOBAL TRADE  
POWERED BY INTEGRATION POINT

# See what's ahead

The same company you know and trust, providing the industry standard in FTZ management

Now offering a full range of business solutions for your toughest regulatory, legal, and compliance challenges

Visit us at booth 22 to learn more

The intelligence, technology and human expertise you need to find trusted answers.



the answer company™  
**THOMSON REUTERS®**





## UPS® Zone Solutions makes FTZ savings as easy as...

We provide you with a holistic approach to FTZ management



### **FTZ Cost Benefit Analysis, Consulting, Planning, and Implementation**

Thinking of opening your own FTZ? We can help make that happen. We offer a broad range of consulting services, starting with programs to help you determine if an FTZ is right for your business, all the way to your first zone transfers and beyond. We can assist you in finding the right way to approach your project.



### **FTZ Administration and Management**

FTZ compliance is critical. And complicated. That's why UPS Zone Solutions focuses on the details. We provide in-depth FTZ experience, services and resources that may not be currently available within your company.



### **Nationwide FTZ Solutions**

Leveraging our nationwide network of FTZ gateway and distribution facilities, we can help you take advantage of a full FTZ solution. No matter how diverse your supply chain is, we can work together to capture as many FTZ benefits as possible.

© Copyright 2019 United Parcel Service of America, Inc. UPS, the UPS brandmark, and the color brown are trademarks of United Parcel Service of America, Inc. All rights reserved. This document is for informational purposes only. It does not constitute legal advice. Recipient has sole responsibility for determining the usability of any information provided herein. Before recipient acts on the information, recipient should seek professional advice regarding its applicability to the recipient's specific circumstances.





# THINK OF IT AS A FOREIGN TRADE COMFORT ZONE

## **Relax, Port Houston manages Foreign Trade Zone #84.**

With all-water access and the immediate availability we stand ready to manage everything from storage to distribution and production. FTZ #84 contains 9 magnet sites, 58 current users and 13 traditional subzones. In 2018, more than \$8 billion worth of cargo moved through zone #84 and a total of 11 new FTZ sites were added. *Contact us to learn how FTZ#84 can help your business.*



**PORT HOUSTON**<sup>SM</sup>  
THE INTERNATIONAL PORT OF TEXAS

**PortHouston.com • 713-670-2400**



# WELCOME

## FTZS: STABILITY IN *A WINDY CITY*

### DEAR MEMBERS OF THE FTZ COMMUNITY:

We are thrilled to announce the NAFTAZ's 47th Annual Conference and Exposition in Chicago, IL, September 8-11, 2019. Our theme this year is: "FTZs: Stability in the Windy City," reflecting the expanding opportunities of the FTZ program as well as ever-changing landscape of being on the cusp of an impactful year. Our conference will explore a range of topics critical to grantees and operator/ users.

With trade policy currently a hot political topic, the U.S. Foreign-Trade Zones program plays an even more important role in promoting trade, investment, and job creation. As more and more U.S.-based companies import and export, the FTZ program has become a critical tool for companies competing in the global economy. The FTZ program also empowers local communities across the United States to attract foreign and domestic investment, and to retain manufacturing activity and jobs on U.S. soil.

This year's conference program offers both a broad perspective on the role of the FTZ program in promoting economic development and competitiveness, as well as the practical knowledge that grantees and operator/users need to fully benefit from the program. Along with such general sessions on "Trade Remedies, Direct Delivery, and Robotics and the Future of Logistics Trends," the conference will offer specialized tracks for Grantees, Operator/ Users, and the Petroleum sector, as well as an Advanced, Compliance and Fundamentals track for those with various expertise in the FTZ program. The conference will also offer opportunities for roundtable discussions, networking, and signature cuisine and fun.

The FTZ Program has emerged as a star of U.S. economic policy. According to the U.S. Foreign-Trade Zones Board's Annual Report to Congress, in 2017 the value of exports from FTZs totaled \$87 billion – 5 percent of total U.S. exports; and the combined value of merchandise received into FTZs for warehouse/distribution and manufacturing operations totaled nearly \$670 billion. The report also identified 191 active FTZs with a total of 329 active production operations throughout the United States employing more than 450,000 American workers at 3,200 firms using FTZs during that year.

We hope you can join us, and hundreds of other FTZ professionals, at The Palmer House Hilton in September to explore the marvelous opportunities through the FTZ program!

Sincerely,

Eva Tomlinson, Board Chair

Erik Autor, President





# CONFERENCE DETAILS

## FTZS: STABILITY IN A *WINDY CITY*

### HOTEL SAVINGS — STAY IN THE NAFTZ ROOM BLOCK

The Palmer House Hilton Westin is the official hotel of the 47th Annual Conference & Exposition. Please book your reservation as soon as possible. [Book online](#) to secure your NAFTZ Discounted Room rate of \$239/ per night + tax (single/double occupancy) until August 5, 2019, based on availability. Guests booking at the NAFTZ rate will also receive complimentary guest room internet. Availability is limited, so book your room as soon as possible.

### EDUCATIONAL CREDIT INFO

A total of 20 CPE in the specialized knowledge and applications field of study and/or 18.5 CCS /CES credits are offered by attending this conference.

### CES/CCS CREDITS



#### NCBFAA INFORMATION

The National Association of Foreign-Trade Zones (NAFTZ) is registered with the National Customs Brokers & Forwarders Association of America, Inc. (NCBFAA) as a sponsor for continuing education.

NCBFAA has final authority on the acceptance of individual courses for CCS /CES credit. No prerequisites or advance preparations required to attend this event. If you would like more information about NCBFAA credits please visit their website at [www.ncbfaa.org](http://www.ncbfaa.org). Any questions or complaints regarding NCBFAA credits can be sent to the following address: 1200 18th Street, NW, #901 Washington, DC 20036, (202) 466-0222. A total of 18.5 CCS /CES credits are offered by attending this seminar. Requests for credit must be received within 3 weeks of the event.

### CPE CREDITS

#### LEARNING OBJECTIVES

**General Session** — To learn the status of CBP updates, FTZ Board Developments, Trade Cases, and International Partnerships Impact the FTZ Industry.

**Operator/User Track** — To develop techniques to leverage your FTZ, monitor inventory controls & post-summary corrections, overcome challenges and review the status of in-bond, scope, multiple systems and 3PLs.

**Petroleum Track** — To review CBP, energy trade, In-Bond Active/ Non-Active Zones, ISA and Trusted Trader and their impact on the FTZ Petroleum Industry.

**Grantee/Marketing Track** — To identify effective and efficient techniques to strengthen operator/user relations, marketing & FDI efforts, and review grantee responsibility, minor boundary modifications & Zone Status.



**Compliance Track** — To understand the interplay between Free Trade Agreements and FTZs as well as how to manager operational daily challenges.

**Fundamentals Track** — To identify how to integrate the planning, performance, and completion procedures to eliminate problems during routine activities, as well as identify resources available.

**Advanced Track** — To define methods to manage/validate PGA data, monitor penalty actions & liability and review customs value, and ACE Reports.



#### CPE INFORMATION

The National Association of Foreign-Trade Zones (NAFTZ) is registered with the National Association of State Boards of Accountancy (NASBA) as a sponsor for continuing professional education of the National Registry of CPE Sponsors. The State Boards of accountancy have final authority on the acceptance of individual courses for CPE credit Complaints regarding registered sponsors may be submitted addressed to the National Registry of CPE Sponsors through its website: [www.learningmarket.org](http://www.learningmarket.org).

A total of 20 CPE credits in the specialized knowledge and applications field of study are offered by attending this conference.

#### Additional information

|                  |            |                               |
|------------------|------------|-------------------------------|
| Delivery method: | Group Live | Advanced preparation required |
| Program Level:   | Beginner   | to attend this seminar:       |
| Prerequisites:   | None*      | None*                         |

\* = Advanced track requires basic knowledge of FTZs



# CONFERENCE DETAILS

## FTZS: STABILITY IN *A WINDY CITY*

### AN EXCELLENT EVENT FOR FTZ PROFESSIONALS!

The NAFTAZ Conference & Exposition is the leading show in the foreign-trade zone community. This venue offers exhibitors an excellent opportunity to meet and network with individuals representing every aspect and region of the FTZ program.

Our attendees look forward to seeing the latest software, products, and services available to help them improve their bottom line.

This show is the most cost-effective way to meet existing and prospective customers, demonstrate your products and services, and generate new business leads. In order to showcase your zone, product, or services in the most effective manner, take advantage of our exhibit hall today!

### SHOW DETAILS

Your organization will benefit from three days of exhibit time with prospective customers and an opportunity to distribute literature to over 400 attendees. Exhibitors will also be listed in the Conference Spiral Program, on the event app, and the NAFTAZ website. The Conference & Exposition Spiral Program is used as a reference guide and will be distributed to all attendees. All exhibitors will receive a listing that includes the company contact, address, telephone number, e-mail address, and booth number. All for just \$2,000!\*

\* Normal booth fee, premium booths are \$3,250. Fee includes NAFTAZ Conference registration for one (1) guest.

### BEST FTZ AD CONTEST

**The Catherine Durda Marketing Award:  
Showcase your most creative FTZ Marketing  
for a Chance to Win FREE 2020 Annual  
Registration!**

The winning grantee will be awarded one free Annual 2020 registration during the Annual Member Business Meeting Breakfast Wednesday, September 11, 2019.

**Deadline: August 30, 2019**

Email submission (one entry per zone) to:  
[vcartwright@naftz.org](mailto:vcartwright@naftz.org). Submissions can be in the form of a video, print Ad, website, etc. For ad Entries do not exceed 8.5" x 11" (1 page provided in highest resolution). Only NAFTAZ Grantee members are eligible.

**Good luck and see you in Chicago!**

### TWEETS FOR CASH

Are you headed to the NAFTAZ Annual Conference & Expo in Chicago? The most creative Tweet as to the reason why you're registered will be entered in raffle to win a cash gift card prize, to be **awarded during the Monday Keynote Luncheon, September 9. Submit by Sept. 6, 2019.** Must be present to win. For prize consideration use **#NAFTZAC19**.

### DATES AND LOCATION

The NAFTAZs Exposition will be held Monday, September 9 through Wednesday, September 11 at The Palmer House Hilton. See the Exhibitor packet from J&J for exact details.

|                         |                        |
|-------------------------|------------------------|
| Monday, September 9     | 7:00 A.M. – 7:00 P.M.  |
| Tuesday, September 10   | 7:00 A.M. – 5:30 P.M.  |
| Wednesday, September 11 | 7:00 A.M. – 11:30 A.M. |

On Monday, September 9, exhibits will be open all day with a Grand Opening Reception held in the Exhibit Hall from 5:30 p.m. – 7:00 p.m., kicking off the 47th Annual Conference & Exposition. Continental breakfasts, and all refreshment breaks will be held in the exhibition hall. Booth set-up will be Sunday, September 8 from 12:00 p.m. – 4:00 p.m. Booth dismantling will begin Wednesday, September 11 at 11:30 a.m. until 1:30 p.m.

### EXHIBITOR INFORMATION

Please note that all exhibitor booth personnel are required to register for the Conference & Exposition. Please submit registration forms with the Space Application noting your 1st, 2nd, and 3rd booth choice of booth number. Upon receipt of your completed application, registration forms and payment, NAFTAZ will e-mail you confirmation of the booth availability. All 8'x10' booths include pipe, drape, table, two chairs and one identification sign.

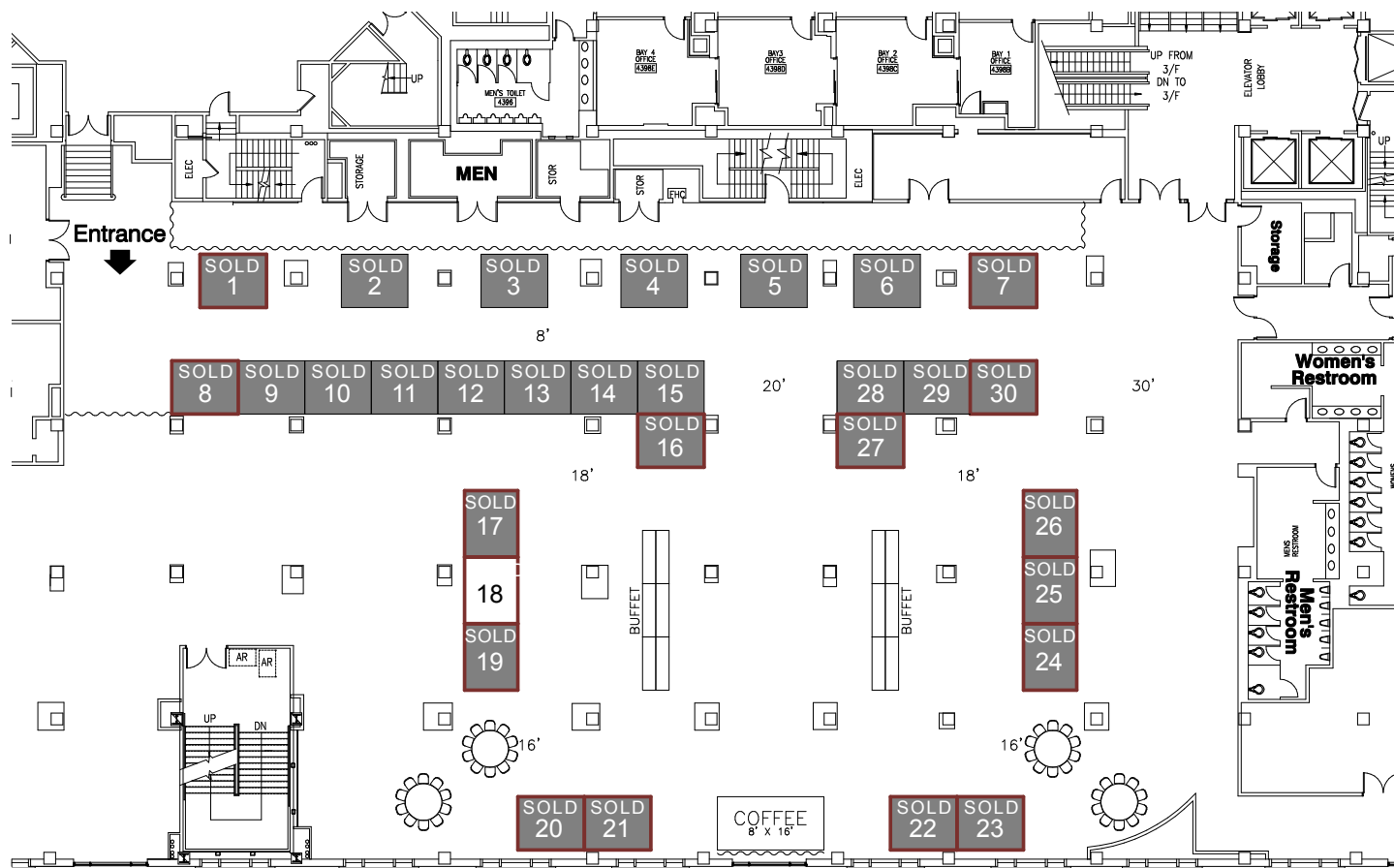
### CLICK & COLLECT

Compete in the photo **scavenger hunt app game** for prizes throughout the conference. There will be a series of challenges allowing you to meet, mingle and interact with your peers all while **collecting badges throughout the conference**. Get the competitive advantage by viewing the website for more details.



# EXHIBIT HALL

## FTZS: STABILITY IN A WINDY CITY



Premium booth space — features receptions & meal breaks  SOLD premium booth space  SOLD normal booth space

## NAFTZ 4<sup>th</sup> Floor Exhibit Hall\*

### PREMIUM BOOTHS

|                                                  |                                          |                                          |                                       |
|--------------------------------------------------|------------------------------------------|------------------------------------------|---------------------------------------|
| Booth 1: DHL                                     | Booth 21: PTISI                          | Booth 2: Livingston International        | Booth 11: 3rdwave/Blinco Systems Inc. |
| Booth 8: QuestaWeb, Inc.                         | Booth 22: Thomson Reuters                | Booth 3: Ernst & Young LLP               | Booth 12: Foreign-Trade Zone Board    |
| Booth 16: FTZC™ (Foreign-Trade Zone Corporation) | Booth 23: Thomson Reuters                | Booth 4: SmartBorder by South Ranch Inc. | Booth 13: Roanoke Trade               |
| Booth 17: North Florida Warehouse FTZ            | Booth 24: UPS Zone Solutions             | Booth 5: MIC Customs Solutions           | Booth 14: ICPA                        |
| Booth 18: U.S. Customs & Border Protection       | Booth 25: PwC                            | Booth 6: Amber Road, now part of E2open  | Booth 15: Indigo Trade Solutions, LLC |
| Booth 19: KPMG LLP                               | Booth 26: Focus Business Solutions, Inc. | Booth 7: WFZO                            | Booth 28: GTKonnect Inc.              |
| Booth 20: PTISI                                  | Booth 27: SAP                            | Booth 9: QuestaWeb, Inc.                 | Booth 29: Avalon Risk Management      |
|                                                  | Booth 30: Rockefeller Group              | Booth 10: NCBFAA                         |                                       |

\* Booth layout subject to change, pending Fire Marshall approval.





# SOCIAL EVENTS

## FTZS: STABILITY IN *A WINDY CITY*

Admission to all receptions is included in your conference registration. There is a fee for non-conference guests to attend.

### WELCOME COCKTAIL

SUNDAY, SEPTEMBER 8 5:30 P.M. – 7:00 P.M.

SPONSOR: Page•Fura, P.C.

Meet FTZ industry professionals as they arrive in the Chicago area at this informal event. The night will allow all guests to share similar interests, appetizers, and a drink, to kick off the conference.

### GRAND OPENING NETWORKING EVENT

MONDAY, SEPTEMBER 9 5:45 P.M. – 7:00 P.M.

This is your chance to network with colleagues, exhibitors, and important FTZ contacts! Be sure to bring your business cards!

### NAFTZ CHARITY FUN RUN 5K

MONDAY, SEPTEMBER 9

6:00 A.M.

CHARITY: Greater Chicago Food Depository -MEET in LOBBY S. Wabash Ave. Entrance @6am

Run (or walk) faster than the winds of trade change. Cultivate your mind and body by joining us for the NAFTAZ Annual Conference & Exposition Charity 5K event – enjoying scenic views whether you walk or run for a good cause (all donations made will go to Greater Chicago Food Depository). <http://bit.ly/331dvFh>

### MAIN EVENT RECEPTION

TUESDAY, SEPTEMBER 10 6:00 P.M. – 9:00 P.M.

SPONSORS: Thompson Reuters

Port Houston

UPS Zone Solutions

Make it Magnificent...and Cosmic! Join us for a literally “Out-of-this-World” experience at the NAFTAZ Annual Conference & Exposition Main Event Reception at the Adler Planetarium, where you can network with industry professionals and see the star our NAFTAZ Spring Seminar recipient had named after him in full focus. Known by locals as the best places to view the Chicago skyline, this is an event you will not want to miss! Be sure to RSVP in conference registration and non-conference guest tickets are available below. Bus departs from hotel at 5:45 p.m. from S. Wabash Ave. Lobby entrance and picks up at Adler at 9:00 p.m. Questions call 703-309-6640.

### GUEST TICKETS

Reception Non-Conference Attending Guest Tickets are available at \$50 for Sunday, \$50 for Monday, and \$100 for Tuesday's reception, priced per guest per event. All non-conference attending guests, must register. Complete your conference registration with guest ticket details via the online form or email Victoria Cartwright at [vcartwright@naftz.org](mailto:vcartwright@naftz.org) with any guest ticket requests.



## Does your compliance program stack up?

Whether it's navigating international trade regulations or streamlining your supply chain, you can turn to Mohawk Global Trade Advisors for the services you need to make sure nothing stands in your way.

(800) 996-6429

[WWW.MOHAWKGLOBALTA.COM](http://WWW.MOHAWKGLOBALTA.COM)





# SUN./MON. PROGRAM

## FTZS: STABILITY IN *A WINDY CITY*

### SUNDAY, SEPTEMBER 8

**5:00 p.m. – 7:00 p.m. Registration**

**5:30 p.m. – 7:00 p.m. Welcome Cocktail Reception**

**SPONSOR** Page•Fura, P.C.

### MONDAY, SEPTEMBER 9

**7:00 a.m. Registration**

**7:30 a.m. Continental Breakfast**

**SPONSOR** Port of Tampa, FTZ 79

**8:00 a.m. GENERAL SESSION**

**Opening Remarks & Welcome**

**SPEAKER** Eva Tomlinson, UPS Zone Solutions

**MODERATOR** Erik Autor, NAFTAZ

**8:10 a.m. GENERAL SESSION**

**CBP Update**

- Review current trade developments

**SPEAKERS** Thomas Overacker, Executive Director, Cargo and Conveyance Security, Office of Field Operations, U.S. Customs and Border Protection

Jim Swanson, Director, Cargo Security and Controls, U.S. Customs & Border Protection

**MODERATOR** Eva Tomlinson, UPS Zone Solutions

**9:10 a.m. GENERAL SESSION**

**COAC Update & 146 Re-Write**

- Explore the re-write edits and ongoing status & implication to the trade industry as well as COAC developments.

**SPEAKERS** Rebecca Williams, Rockefeller Group

Trey Boring, IMS Worldwide, Inc.

Lisa Gelsomino, COAC 14th Term, Co-Chair of Trade

### MONDAY, SEPTEMBER 9

Enforcement and Revenue Collection (TERC) & President/CEO, Avalon Risk Management

**MODERATOR** Eva Tomlinson, UPS Zone Solutions

**9:30 a.m. Refreshment Break**

**SPONSOR** MIC Customs Solutions

**10:00 a.m. GENERAL SESSION**

**Trade Update**

- Review Trade developments & impacts on the industry.

**SPEAKER** Andrew Wilson, President, International Chamber of Commerce

**MODERATOR** Eva Tomlinson, UPS Zone Solutions

**10:45 a.m. GENERAL SESSION**

**FTZ Board Update**

- Review FTZ Board current & ongoing developments.

**SPEAKER** Andrew McGilvray, U.S. Foreign-Trade Zones Board

**MODERATOR** Eva Tomlinson, UPS Zone Solutions

**11:15 a.m. GENERAL SESSION**

**NAFTA vs. USMCA**

- Review agreements status & legislative update

**SPEAKER** Jim Smith, Smith, Dawson & Andrews

**MODERATOR** Erik Autor, NAFTAZ

**11:30 a.m. Break**

**11:35 a.m. FUNDAMENTALS OF FTZS**

**FTZ Overview, Benefits & Requirements**

- Review program history & purpose.
- Identify benefits & regulatory process.

**SPEAKER** Connie Brown, Crate & Barrel

**MODERATOR** Kit Johnson, Airbus







# MONDAY PROGRAM

## FTZS: STABILITY IN A WINDY CITY

### 11:35 a.m. GRANTEE

#### Grantee FTZ Operator Agreements

- Determine if such agreements are needed.
- Define the nuances, similarities, & inclusion items
- Explore required roles of those involved.

**SPEAKERS** David Ostheimer, Denise Yanez, City of Phoenix  
Shane Williams, Port Houston

**MODERATOR** Adam Reid, BC CAL KAL Inland Port, Foreign-Trade Zone #43

### OPERATOR/USER

#### How Trade Reform is Impacting Your Zone:

##### A Case Study

- Explore interactions with trade remedies & their impact on operations & actions to resolve.

**SPEAKERS** Diana Urelius, Mitsubishi Caterpillar Forklift America Inc.

Christopher Smith, IKEA

**MODERATOR** Adrienne Braumiller, Braumiller Law Group PLLC

### PETROLEUM

#### Petroleum CEE Feedback

- Explore the status of Petroleum CEE developments.

**SPEAKERS** Michael Thomas, THOMAS International Group  
Beverly Cruz, Shell Exploration and Production Co.

**MODERATOR** Robert Balli, Phillips 66

### 12:35 p.m. Keynote Luncheon

**SPONSOR** GEODIS

### 12:50 p.m. GENERAL SESSION

#### Success Stories

**SPEAKERS** Bill Heckencamp, Cheniere  
Cynthia Roller, CAT

**MODERATOR** James Grogan, Ernst & Young, LLP

### 2:05 p.m. FUNDAMENTALS OF FTZS

#### FTZ Application & Activation Processes

- Identify application requirements, filing/ transmission & authority

**SPEAKER** Sean Lydon, ISCM Inc.

**MODERATOR** Laylan Hime, Sony

### GRANTEE

#### Economic Impacts Case Study

- Define economic impact of FTZs.
- Determine how to evaluate FTZ projects from Grantee perspective.

**SPEAKERS** Angie Atwood, Columbus Regional Airport  
Diane McCarthy, Greater Maricopa Foreign Trade Zone, FTZ #277

**MODERATOR** Al Figuly, Greater Kansas City Foreign Trade Zone, Inc.



## Savings

Reduce or eliminate taxes while assembling finished products using foreign components, and eliminate delays in customs clearances and duty drawback by having shipments delivered directly to your business in FTZ-50. A great way to save time and money? You bet. For more information, visit [www.polb.com/ftz](http://www.polb.com/ftz).



[www.POLB.com](http://www.POLB.com)



# MONDAY PROGRAM

## FTZS: STABILITY IN *A WINDY CITY*

### 2:05 p.m. OPERATOR/USER

#### **Yes a 3PL Can Operate Your Zone: Addressing Changes & Opportunities**

- How to determine if a 3rd party zone is right for your business
- Define what are the risks vs rewards
- Determine how to address Trade remedies in 3PL sites
- Explore a faster implementation process vs. starting users' own zones holding orders for exportation rapid deployment vs. pick & pull distribution

**SPEAKERS** Trudy Huguet, GEODIS USA Inc.

Kim Taylor, DB Schenker, Inc.

**MODERATOR** Sarah Messeih, KPMG LLP

### PETROLEUM

#### **ISA/Trusted Trader Updates**

- Review the status & developments involving ISA/Trusted Trader.

**SPEAKER** Lori Mennitt, U.S. Customs and Border Protection

**MODERATOR** Robert Balli, Phillips 66

### 3:10 p.m. Refreshment Break

**SPONSOR** MIC Customs Solutions

### 3:40 p.m. FUNDAMENTALS OF FTZS

#### **Inventory Control & Recordkeeping Systems**

- Determine requirements & removal processes

**SPEAKER** Darcy Emehiser, DSV

**MODERATOR** Suzanne Richer, Amber Road, now part of E2open

### GRANTEE

#### **Grantee Day-to-Day Operational Issues**

- Define Inco terms
- Determine how to address Standard Disclaimers
- Review what information is subject to FOIA?

**SPEAKERS** Patricia Cannon, State of Delaware Depart. of State  
John Shoffner, State of Minnesota

**MODERATOR** Erica Byrd, Illinois International Port District

### OPERATOR/USER

#### **First Sale & FTZs**

- Review of the U.S. First Sale program as a valuation planning tool & interplay with FTZs.

**SPEAKERS** David Murphy, GDLSK, LLC

**MODERATOR** Wendy Armbruster, Expeditors

### 3:40 p.m. PETROLEUM

#### **Trade Legislative Update PART 1 — Energy Focus**

- Review legislative trade updates impacting the Petroleum sector.

**SPEAKERS** Michael Flickinger, American Petroleum Institute

Lawrence W. Hanson, The Law Office of Lawrence W.

Hanson, P.C.

**MODERATOR** Francisco Justiniane, Puma Energy

### 4:40 p.m. Break

### 4:45 p.m. FUNDAMENTALS OF FTZS

#### **Merchandise Handling & Zone Status**

- Identify storage, removal & destruction rules

**SPEAKER** Anand Raghavendran, GTKconnect, Inc.

**MODERATOR** Robbie Williams, America's Central Port

### GRANTEE

#### **"Public Utility" & Uniform Treatment**

- Define safeguards & zone nuances

**SPEAKER** Marshall Miller, Miller & Company, P.C.

**MODERATOR** Renée Boyette, Research Triangle Area Foreign Trade Zone

### 4:45 p.m. OPERATOR/USER

#### **Steering thru the ICRS Selection Process**

- Review key elements involved in the selection process

**SPEAKERS** Malcolm Appelbe, Lam Research

Greg Jones, FTZC™ (Foreign-Trade Zone Corporation)

**MODERATOR** Wendy Armbruster, Expeditors

### PETROLEUM

#### **Trade Legislative Update PART 2 - Energy Focus**

- Review legislative trade updates impacting the Petroleum sector.

**SPEAKERS** Michael Flickinger, American Petroleum Institute

Lawrence W. Hanson, The Law Office of Lawrence W.

Hanson, P.C.

**MODERATOR** Francisco Justiniane, Puma Energy

### 5:45 p.m. Adjourn

### 5:45 p.m. Grand Opening Networking Event





# TUESDAY PROGRAM

## FTZS: STABILITY IN *A WINDY CITY*

### TUESDAY, SEPTEMBER 10

**7:00 a.m. Registration**

**7:15 a.m. Continental Breakfast**

**SPONSOR** Greater Kansas City FTZ

**8:00 a.m. GENERAL SESSION**

#### Opening Remarks

**SPEAKERS** Erik Autor, NAFTAZ

Eva Tomlinson, UPS Zone Solutions

**8:30 a.m. GENERAL SESSION**

#### Supplier Diversity & FTZ's & FTZ E-Commerce Impact on Operations

- Review the latest e-commerce developments

**SPEAKERS** Shondra E. Watson-Wilson, Chicago MSDC

Katie Tangman, Columbia Sportswear

**MODERATOR** Erik Autor, NAFTAZ

**9:30 a.m. FUNDAMENTALS OF FTZS**

#### FTZ Admissions & Transfer of Merchandise

- Explain the admissions & removal process
- Identify proper documentation
- Determine Delivery & Authorization Req.

**SPEAKER** Eric Dalby, QuestaWeb, Inc.

**MODERATOR** Jessica Rosen, UPS Zone Solutions

#### ADVANCED

#### Do You Want "Catch Up" with those Fries?

#### CBP's Push for a 21st Century Vision

- Understand CBP's focus on technology & targeting.
- Define intelligent enforcement.
- Identify new tools for a new age.

**SPEAKER** Jeremy Page, Page Fura P.C.

Teresa Morton, DENSO

**MODERATOR** Jim Ervin, TTI, Inc.

# PROPERTIES THAT PERFORM

**Rockefeller Group** is focused on developing properties that are designed to connect customers with products as quickly as possible. We plan our projects for the most efficient access from ports and inland distribution hubs to the nation's major population centers. In the past year alone, we've completed more than 5 million square feet of industrial development from California's Inland Empire, to Northern New Jersey, Atlanta and Charlotte, N.C.

Combined with our **Foreign Trade Zone Services** division with decades of national expertise, we're proud to be a partner of choice for leading businesses, investors and joint venture partners.

**ROCKEFELLER  
GROUP**

**INDUSTRIAL DEVELOPMENT**  
Brandi Hanback | 410.897.4858  
bhanback@rockefellergroup.com

**FOREIGN TRADE ZONE SERVICES**  
Rebecca Williams | 973.448.3598  
rwilliams@rockefellergroup.com



# TUESDAY PROGRAM

## FTZS: STABILITY IN *A WINDY CITY*

### 9:30 a.m. OPERATOR/USER

#### The Name is Bond...Use of Bonded Carriers, Partnerships & Timing

- Define how to identify bonded carriers.
- Review Ideas to control your carrier when using forwarders
- Explore Documentation required in the evolving world of paperless transport maintain bonded cartage compliance
- Define the steps required for Extension of Bonds to Random Carriers by Broker

**SPEAKERS** Wanda Sample, Avalon Risk Management

**MODERATOR** Cornelia Steinert, John S. James, Co.

### PETROLEUM

#### Drawback — Update & Tariff Changes Affecting FTZ/Drawback Programs

- Review the nuances of drawback & tariff changes on the petroleum industry.

**SPEAKER** Wes Herndon, Charter Brokerage

**MODERATOR** Amy Schnipke, Marathon Petroleum Company LP

### 10:30 a.m. Refreshment Break

**SPONSOR** Livingston International

### 11:00 a.m. FUNDAMENTALS OF FTZS

#### Periodic Reporting, Recordkeeping, Audit-Inspection Process & Enforcement

- Identify discrepancies
- Review reporting responsibilities

**SPEAKER** Iliyana Dwivedi, ASML

**MODERATOR** Darcy Emehiser, DSV

### 11:00 a.m. ADVANCED

#### FTZ's & TFTEA for New Drawback Opportunities

- Learn how to quantify export savings in current tax / trade environment.
- Compare / contrast FTZ, duty drawback under new TFTEA Regulations.
- Develop roadmap for the future.

**SPEAKERS** Mike Cerny, Sandler, Travis & Rosenberg, P.A.

Liz Connell, Thomson Reuters

**MODERATOR** Frankie Bryson, Nissan

### OPERATOR/USER

#### Navigating the CBP Security Review Process

- Define the new CBP Security Guidelines for Zones.
- Examine the background requirements.
- Determine what new zones can expect during the security review.
- Review the impact to existing zones.

**SPEAKERS** Trey Boring, IMS Worldwide, Inc.

Sandi Hill, Hill AWC

**MODERATOR** Cornelia Steinert, John S. James, Co.

### PETROLEUM

#### Meter Standards & Measurements Lab & Refinery FTZ Measurement Certification Program

- Explore Meter Standards for Refinery FTZ Measurement involved in certification.

**SPEAKER** R. Patrick Munivez, U.S. Customs & Border Protection

**MODERATOR** Amy Schnipke, Marathon Petroleum Company LP







# TUESDAY PROGRAM

## FTZS: STABILITY IN *A WINDY CITY*

### 12:00 p.m. Luncheon

**SPONSOR** SAP

### 12:15 p.m. GENERAL SESSION

#### Keynote Address Trade Remedies

**SPEAKER** Matthew Zehner, Roanoke Insurance Group Inc.

**MODERATOR** Erik Autor, NAFTAZ

### 1:20 p.m. FUNDAMENTALS OF FTZS

#### Outsource vs. Insource Management

- Explain the options of outsourcing FTZ responsibilities.
- Review pro's & con's
- Outline responsibilities & liabilities with each option.
- Explore the evolution of oversight over time.

**SPEAKERS** Bill Fisher, Kuehne + Nigel, Inc.

Tina Greary AGRU America

**MODERATOR** Mechelle Smothers, Port of Long Beach

#### ADVANCED

#### Scrap, Waste & Destruction: Beyond the Basics

- Define scrap/waste & destruction in FTZ environment.
- Review options for Handling and Reporting to CBP.
- Identify possible Issues.

**SPEAKERS** Ray Shaw, Ryan Drawback Services LLC

Rebecca Williams Rockefeller Group

**MODERATOR** Jose Quinonez, Indigo Trade Solutions, LLC

#### OPERATOR/USER

#### Grantees as Operators

- Some grantees are grantees as well as users/operators. How/why did they choose to set up that way? What are the pros/cons?
- Explore the nuances in having a dual role.

**SPEAKERS** Torrey Chambliss, Port Tampa Bay

David Panko, City of El Paso, FTZ #68

David Sikkink, Hawaii Foreign-Trade Zone No. 9

**MODERATOR** Leigh Ryan, Savannah World Trade Center

#### PETROLEUM

#### Monthly/Annual Reconciliation for FTZ

#### Petroleum Refineries

- Learn the reconciliation refinery process on a monthly/annual basis.

**SPEAKERS** Robert Balli, Phillips 66, Todd Davis, Ernst & Young, LLP

Marathon Petroleum Company LP; Melissa Leblanc, Citgo

Ashley Schnipke, Marathon Petroleum Company LP

**MODERATOR** Cynthia Martinez, Shell

### 2:25 p.m. GENERAL SESSION

#### Direct Delivery: Potential Changes

- Review Direct Delivery status & developments

**SPEAKERS** Karl Shaffer, Sony Electronics, Inc.

Melissa Irmen, ISCM Inc.

**MODERATOR** Eva Tomlinson, UPS Zone Solutions

### 3:20 p.m. Refreshment Break

**SPONSOR** CEVA & IMS Worldwide, Inc.

### 3:50 p.m. ADVANCED

#### 321 De Minimis

- Explore history & current development updates

**SPEAKERS** Megan Costello, Sorini, Samet and Associates

Katie Tangman, Columbia Sportswear

**MODERATOR** Erik Autor, NAFTAZ

#### OPERATOR/USER

#### What a Privilege! Status of Foreign Goods in FTZ Excluded from Section 232 or 301 Tariffs

- Explore Section 301 tariffs manufacturing zones impacts
- Provide an update on 201,232, 301, Bond Updates, tariffs, & possible long term impact to FTZ program from trade remedies.
- Review Free Trade Agreement negotiations with Japan in relation to FTZ country of origin rules
- Define tariff shift & automotive investigation status.

**SPEAKERS** Frankie Bryson, Nissan

Adrienne Braumiller, Braumiller Law Group

**MODERATOR** Leigh Ryan, Savannah World Trade Center

#### PETROLEUM

#### Petroleum FTZ Terminals vs. FTZ Refineries

- Explore the nuances between FTZ Terminals & Refineries.

**SPEAKER** Michael Thomas, THOMAS International Group

**MODERATOR** Cynthia Martinez, Shell

### 4:50 p.m. GRANTEE

#### Roundtable

**MODERATOR** David Panko, City of El Paso, FTZ 68

#### OPERATOR/USER

#### Roundtable

**MODERATOR** Shana Head, Indigo Trade Solutions

#### PETROLEUM

#### Roundtable

**MODERATOR** Beverly Cruz, Shell Exploration & Production Co.

### 5:30 p.m. Adjourn

### 6:00 p.m. Main Event Reception (Q's call 703-309-6640)

*Adler Planetarium (5:45pm Bus to Adler @Palmer hotel  
Return Bus to Palmer Hotel from Adler @9pm)*

**SPONSORS** Thompson Reuters

UPS Zone Solutions

Port Houston



# WEDNESDAY PROGRAM

## FTZS: STABILITY IN *A WINDY CITY*

### WEDNESDAY, SEPTEMBER 11

**7:00 a.m. Registration**

**7:30 a.m. MEMBERS ONLY BREAKFAST**  
**Annual Business Meeting**

**SPONSOR** FTZ #31

**9:00 a.m. NON-MEMBER BREAKFAST**

**SPONSORS** Thompson Reuters  
Port Houston  
UPS Zone Solutions

**10:05 a.m. COMPLIANCE**

#### **Understanding the Nuances of the FTA, GSP & FTZ Interplay**

- Understand the key roles involved in compliance between Free Trade Agreements & FTZ operations.

**SPEAKER** Sean Lydon, ISCM Inc.

Suzanne Smith, Rockefeller Group

**MODERATOR** Katie Carney, Livingston International

#### **ADVANCED**

##### **FTZ as a State & Local Tax Planning Tool**

- Explore tax tangible personal property (TX, KY, LA, etc.) in regards to best practices with PILOTs.
- Review interplay between 19 USC 810(e) & state tax laws.

**SPEAKERS** Nesia Warner, Ernst & Young, LLP

Sam Webb, The Cox Law Firm

Denise Yanez, City of Phoenix

**MODERATOR** Sarah Messeih, KPMG (i)

#### **OPERATOR/USER**

##### **Easing into the FTZ Program with a Phased Approach**

- Determine how to structure zone projects to conserve resources & recapture capital investment
- Review pros & cons of a staggered approach to implementation.

**SPEAKERS** Lesley Couch, Indigo Trade Solutions, LLC

**MODERATOR** Terry Cummings, Roanoke Trade

#### **GRANTEE**

##### **5 Benefits of a Zone Readiness Assessment**

- Review how to conduct a Cost-Benefit Analysis.
- Determine requirements faced with zone status.
- Explore partners.
- Define what goes into a CBA.
- Develop a Grantee Action List.

**SPEAKERS** Eric Berry, PTSI

Jeremiah Pomerleau, Indigo Trade Solutions, LLC

**MODERATOR** Christine Allen, City of Lubbock

**11:00 a.m. Refreshment Break**

**SPONSOR** Port of Long Beach

**11:30 a.m. COMPLIANCE**

#### **Handling Day-to-Day Operational Challenges**

- Explore standards to adhere to during daily challenges such as during manufacturing, manipulation, repairs, temporary removals & scrap/waste reporting.

**SPEAKER** Karen Rae Reardon, AGCO

**MODERATOR** Katie Carney, Livingston International

#### **ADVANCED**

##### **Taking your Internal Audit to the Next Level**

- Review an advanced approach to audits.

**SPEAKERS** Gabrielle Yarbrough, Kubota Manufacturing of America

**MODERATOR** Joe Blaskiewicz, MIC Customs Solutions

#### **OPERATOR/USER**

##### **CBP Port Extremities Challenges**

- Explore methods of escalation & official CBP direction.

**SPEAKERS** Shannon Fura, Page Fura P.C.

Michael Thomas, Thomas International Group

**MODERATOR** Terry Cummings, Roanoke Trade

#### **GRANTEE**

##### **Maximum Zone Benefit — Leveraging Foreign Trade Zones & Opportunity Zones for Economic Development & Investment**

- Determine how to leverage FTZs & Opportunity Zones for economic development & investment.
- Learn how to incentivize FTZ investment, increase program visibility & provide maximum benefits.

**SPEAKER** Michael Trudeau, PwC

**MODERATOR** Christine Allen, City of Lubbock

**12:30 p.m. Keynote Luncheon**

**12:45 p.m. GENERAL SESSION**

##### **Robotics & Future Logistics Trends: Trending into the Future: Technology and Facility Automation**

- Review the future of logistics with such developments as autonomous cars, robotics & more.

**SPEAKER** Brian M. Miller, Senior Director, UPS Corporate Plant Engineering

**MODERATOR** Erik Autor, NAFTAZ

**2:00 p.m. Adjourn**





# PROGRAM AT-A-GLANCE

## FTZS: STABILITY IN A WINDY CITY

### MONDAY, SEPTEMBER 9, 2019

| 7:30-8:00 BREAKFAST | 8:00-9:30 a.m.                          | 9:30-10:00 REFRESHMENT BREAK | 10:00-10:45 a.m.                | 10:45-11:30 a.m.                        | 11:35-12:35 p.m.  | 12:35-2:05 p.m.                                 | 2:10-3:10 p.m.              | 3:10-3:40 REFRESHMENT BREAK                     | 3:40-4:45 p.m.                           | 4:45-5:45 p.m.                                                      | 5:45-7:00 p.m. |
|---------------------|-----------------------------------------|------------------------------|---------------------------------|-----------------------------------------|-------------------|-------------------------------------------------|-----------------------------|-------------------------------------------------|------------------------------------------|---------------------------------------------------------------------|----------------|
|                     | 8:00-8:10<br>Opening Remarks            | 10:00-10:45<br>Trade Update  | 10:45-11:15<br>FTZ Board Update | FTZ Overview, Benefits & Requirements   | 12:35<br>LUNCHEON | FTZ Application & Activation Processes          | 3:10-3:40 REFRESHMENT BREAK | Inventory Control & Record-keeping              | Merchandise Handling & Zone Status       | 5:45-7:00<br>GRAND OPENING WELCOME RECEPTION<br><i>Exhibit Hall</i> |                |
|                     | 8:10-9:10<br>CBP Update                 |                              |                                 | Grantee FTZ Operator Agreements         |                   | Economic Impacts Case Study                     |                             | Grantee Day-to-Day Operational Issues           | “Public Utility” & Uniform Treatment     |                                                                     |                |
|                     | 9:10-9:30<br>COAC Update & 146 Re-Write |                              |                                 | How Trade Reform is Impacting Your Zone |                   | Yes a 3PL Can Operate Your Zone                 |                             | First Sale & FTZs                               | Steering thru the ICRS Selection Process |                                                                     |                |
|                     | Petroleum CEE Updates                   |                              |                                 | ISA/Trusted Trader Updates              |                   | Part 1: Trade Legislative Update — Energy Focus |                             | Part 2: Trade Legislative Update — Energy Focus |                                          |                                                                     |                |

|                                                            |                                                            |                                                       |                                                            |                                                         |
|------------------------------------------------------------|------------------------------------------------------------|-------------------------------------------------------|------------------------------------------------------------|---------------------------------------------------------|
| <input type="checkbox"/> General Session<br>Grand Ballroom | <input type="checkbox"/> Fundamentals Track<br>Salon 5 & 8 | <input type="checkbox"/> Grantee Track<br>Salon 6 & 7 | <input type="checkbox"/> Operator User Track<br>State Room | <input type="checkbox"/> Petroleum Track<br>Salon 4 & 9 |
|------------------------------------------------------------|------------------------------------------------------------|-------------------------------------------------------|------------------------------------------------------------|---------------------------------------------------------|

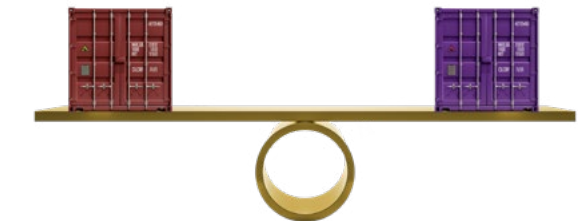
### TUESDAY, SEPTEMBER 10, 2019

| 7:30-8:00 BREAKFAST |  | 8:00-9:30 a.m.                                                         | 9:30-10:30 a.m.                               | 11 a.m.-12 p.m.                            | 12:00-1:20 p.m.   | 1:20-2:20 p.m.                   | 2:25-3:20 p.m.                                                       | 3:50-4:50 p.m.              |  | 4:50-5:30 p.m.                                   | 5:45-9:00 p.m.                               |                                                       |                                                                                    |                                          |
|---------------------|--|------------------------------------------------------------------------|-----------------------------------------------|--------------------------------------------|-------------------|----------------------------------|----------------------------------------------------------------------|-----------------------------|--|--------------------------------------------------|----------------------------------------------|-------------------------------------------------------|------------------------------------------------------------------------------------|------------------------------------------|
|                     |  | 8:00-8:30<br>Opening Remarks                                           | FTZ Admissions & Transfer of Merchandise      | Reporting, Recordkeeping, Audit-Inspection | 12:00<br>LUNCHEON | Outsource vs Insource Management | 2:25-3:20<br>Direct Delivery (Rewrite, Changes, Mechanics of Filing) | 3:20-3:50 REFRESHMENT BREAK |  |                                                  | 5:45 Bus Pick-up @Hotel                      |                                                       |                                                                                    |                                          |
|                     |  | 8:30-9:30<br>Supplier Diversity & FTZ E-commerce Impact on Operations? | CBP's 21st Century Vision                     |                                            |                   |                                  |                                                                      |                             |  | FTZ's & TFTEA for New Drawback Opportunities     | 321 Dimenimus                                | Grantee Roundtable                                    | 6:00-9:00<br>MAIN EVENT RECEPTION<br>Adler Planetarium<br>1300 S. Lake Shore Drive |                                          |
|                     |  |                                                                        | Use of Bonded Carriers, Partnerships & Timing |                                            |                   |                                  |                                                                      |                             |  | Navigating the CBP Security Review Process       | Grantees as Operators                        | Status of Foreign Goods Excluded from 232/301 Tariffs | Operator/User Roundtable                                                           | 9:00 Return Bus Pick-up @Adler           |
|                     |  |                                                                        | Drawback — Update & Tariff Changes            |                                            |                   |                                  |                                                                      |                             |  | Monthly/Annual Reconciliaiton for FTZ Refineries | Meter Standards & Measurements Certification | Petroleum FTZ Terminals vs. FTZ Refineries            | Petroleum Roundtable                                                               | Questions? Contact Victoria 703-309-6640 |

|                                                            |                                                            |                                                                                  |                                                            |                                                         |
|------------------------------------------------------------|------------------------------------------------------------|----------------------------------------------------------------------------------|------------------------------------------------------------|---------------------------------------------------------|
| <input type="checkbox"/> General Session<br>Grand Ballroom | <input type="checkbox"/> Fundamentals Track<br>Salon 5 & 8 | <input type="checkbox"/> Advanced/Grantee Track<br>Salon 6 & 7 <b>TUES. ONLY</b> | <input type="checkbox"/> Operator User Track<br>State Room | <input type="checkbox"/> Petroleum Track<br>Salon 4 & 9 |
|------------------------------------------------------------|------------------------------------------------------------|----------------------------------------------------------------------------------|------------------------------------------------------------|---------------------------------------------------------|

### WEDNESDAY, SEPTEMBER 11, 2019

| 7:30-10:00 a.m.                                                |                                              | 10:00-11:00 a.m.                                  | 11:00-11:30 REFRESHMENT BREAK | 11:30 a.m.-12:30 p.m.                        | 12:30-2:00 p.m.   |
|----------------------------------------------------------------|----------------------------------------------|---------------------------------------------------|-------------------------------|----------------------------------------------|-------------------|
| 7:30-10:00<br>MEMBER ONLY BREAKFAST<br>Annual Business Meeting |                                              | Understanding Nuances of FTA, GSP & FTZ Interplay |                               | Handling Day-to-Day Operational Challenges   | 12:30<br>LUNCHEON |
|                                                                |                                              | 5 Benefits of Zone Readiness Assessment           |                               | Leveraging FTZs & Opportunity Zones          |                   |
|                                                                |                                              | 9:00-10:00<br>NON-MEMBER BREAKFAST                |                               | Easing into FTZ Program with Phased Approach |                   |
| FTZ as a State & Local Tax Planning Tool                       | Taking your Internal Audit to the Next Level |                                                   |                               |                                              |                   |



|                                                            |                                                                           |                                                            |
|------------------------------------------------------------|---------------------------------------------------------------------------|------------------------------------------------------------|
| <input type="checkbox"/> General Session<br>Grand Ballroom | <input type="checkbox"/> Compliance Track<br>Salon 4 & 9 <b>WED. ONLY</b> | <input type="checkbox"/> Operator User Track<br>State Room |
| <input type="checkbox"/> Grantee Track<br>Salon 6 & 7      | <input type="checkbox"/> Advanced Track<br>Salon 5 & 8 <b>WED. ONLY</b>   |                                                            |



# REGISTRATION

## FTZS: STABILITY IN *A WINDY CITY*

### 47<sup>TH</sup> ANNUAL CONFERENCE & EXPOSITION

SEPTEMBER 8-11, 2019 THE PALMER HOUSE HILTON, CHICAGO, IL

Please type or print neatly. For additional attendees, please submit a separate form.

|                   |              |               |
|-------------------|--------------|---------------|
| Salutation        | Name         | Name on Badge |
| <hr/>             |              |               |
| Title             | Organization |               |
| <hr/>             |              |               |
| Address           |              |               |
| <hr/>             |              |               |
| City              | State        | Zip           |
| <hr/>             |              |               |
| Phone             | Fax          | E-mail        |
| <hr/>             |              |               |
| Emergency Contact |              | Phone Number  |
| <hr/>             |              |               |

#### DO YOU PLAN TO ATTEND/COLLECT

|                                                 |                              |                             |
|-------------------------------------------------|------------------------------|-----------------------------|
| Sunday 9/8 Evening Event at 5:30 p.m.?          | <input type="checkbox"/> Yes | <input type="checkbox"/> No |
| Monday 9/9 Evening Event at 5:45 p.m.?          | <input type="checkbox"/> Yes | <input type="checkbox"/> No |
| Tuesday 9/10 Event at 8:00 p.m.?                | <input type="checkbox"/> Yes | <input type="checkbox"/> No |
| Fun Run 5K at 6 a.m. Monday 9/9?                | <input type="checkbox"/> Yes | <input type="checkbox"/> No |
| Do you seek educational credit (CPE, CCS, CES)? | <input type="checkbox"/> Yes | <input type="checkbox"/> No |

#### REGISTRATION FEE SCHEDULE

Attendees MUST hold an NAFTAZ membership in their name to receive the member rate. Registration and full payment must be received by August 5, 2019 to receive the pre-registration rate. All fees must be paid prior to seminar entrance. A confirmation e-mail will be sent as the registration is processed.

|                    | Early Registration*<br>(thru 8/5) | On-Site<br>(after 8/5)            |
|--------------------|-----------------------------------|-----------------------------------|
| Member             | <input type="checkbox"/> \$ 825   | <input type="checkbox"/> \$ 925   |
| Non-Member         | <input type="checkbox"/> \$ 1,300 | <input type="checkbox"/> \$ 1,400 |
| Federal Government | <input type="checkbox"/> \$ 475   | <input type="checkbox"/> \$ 575   |

#### CANCELLATION & REFUND POLICY

Registration fees are fully refundable for written cancellations received by the NAFTAZ by Aug. 5, 2019. Cancellations received by the NAFTAZ between August 6 & August 14, 2019 will receive a 50% credit for their registration fee toward a future 2019 NAFTAZ Meeting. Those cancellations received after August 14 will be responsible for the full registration fee amount due to the NAFTAZ and no meeting credits will be issued.

#### ADDITIONAL INFORMATION

|                                        |                              |                             |
|----------------------------------------|------------------------------|-----------------------------|
| Is this your first time attending?     | <input type="checkbox"/> Yes | <input type="checkbox"/> No |
| Do you have any dietary/special needs? | <input type="checkbox"/> Yes | <input type="checkbox"/> No |
| If yes, please explain _____           |                              |                             |
| Guest Name(s), if applicable _____     |                              |                             |

#### PAYMENT METHOD

|                                                                                                                        |          |
|------------------------------------------------------------------------------------------------------------------------|----------|
| Registration Amount                                                                                                    | \$ _____ |
| Reception Guest Tickets<br>(\$50 Sun./\$50 Mon./\$100 Tues.)                                                           | \$ _____ |
| Total Enclosed                                                                                                         | \$ _____ |
| <input type="checkbox"/> Check <input type="checkbox"/> VISA <input type="checkbox"/> MC <input type="checkbox"/> AMEX |          |

|                   |                                 |
|-------------------|---------------------------------|
| Cardholder's Name | _____                           |
| Credit Card #     | _____                           |
| Exp. Date         | 3-Digit Code (4-digit for AMEX) |
| _____             | _____                           |

Cardholder's Signature

**Please remit to:**  
 NAFTAZ, 529 14th Street NW, Suite 1071  
 Washington, DC 20045  
 P: 202-331-1950      F: 202-331-1994





# SPONSORS

## FTZS: STABILITY IN *A WINDY CITY*

### JOIN THESE SPONSORS IN SUPPORTING THE NAFTZ 47TH ANNUAL CONFERENCE & EXPOSITION

#### PLATINUM & MAIN EVENT RECEPTION SPONSORS

Thompson Reuters  
Port Houston  
UPS Zone Solutions

EVENT APP & MEDIA WALL SPONSOR  
PTSI

MONDAY LUNCHEON SPONSOR  
GEODIS

CONFERENCE TOTE BAG SPONSOR  
QuestaWeb, Inc.

TUESDAY LUNCHEON SPONSOR  
SAP

CONFERENCE KEYCARD & ROOM  
DROP SPONSOR  
FTZC™ (Foreign-Trade Zone Corporation)

TUESDAY BREAKFAST SPONSOR  
Greater Kansas City FTZ

SUNDAY RECEPTION SPONSOR  
Page•Fura, P.C.

MONDAY BREAKFAST SPONSOR  
Port of Tampa, FTZ 79

#### GOLD SPONSORS GEODIS

Hillwood/Alliance Texas  
Mohawk Global Trade Advisors  
Port of Long Beach  
Rockefeller Group

WEDNESDAY BUSINESS MEETING  
BREAKFAST SPONSOR  
FTZ #31

NOTEPAD SPONSOR  
ISCM Inc.

MON. AM & PM BREAK SPONSOR  
MIC Customs Solutions

FLASHLIGHT PEN SPONSOR  
Indigo Trade Solutions

TUESDAY AM BREAK SPONSOR  
Livingston International

LAPEL PEN SPONSOR  
El Paso Foreign Trade Zone #68

TUESDAY PM BREAK SPONSOR  
CEVA  
IMS Worldwide, Inc.

HAND SANITIZER SPONSOR  
Port Everglades

SILVER SPONSORS  
Port Freeport  
State of Minnesota, FTZ #119



# SPONSORSHIPS

## FTZS: STABILITY IN *A WINDY CITY*

### 47<sup>TH</sup> ANNUAL CONFERENCE & EXPOSITION

SEPTEMBER 8-11, 2019 THE PALMER HOUSE HILTON, CHICAGO, IL

#### CONTACT INFORMATION

Name

Company

Phone

Fax

E-mail

#### SPONSORSHIP OPPORTUNITIES

##### Sponsorship Levels

- ☐ **Gold Sponsor** — \$5,000
- ☐ **Silver Sponsor** — \$1,500
- ☐ **Media Sponsor** — Call for details

##### Meals/Break Sponsorships

- ☐ **Formal Luncheon — Wednesday** — \$5,000

##### Reception Sponsorships

- ☐ **Grand Opening Networking Reception** — \$10,000

##### Spotlight Advertisement Sponsorships

- ☐ **Wireless Charging Pad Sponsor** — \$9,000
- ☐ **Cup Clip Holder Sponsor** — \$6,000

##### Windy City Scarf Sponsor

- ☐ **Option 1** — \$5,000      ☐ **Option 2** — \$5,500
- ☐ **Personalized Phone Stand Sponsor** — \$5,000
- ☐ **Apron Sponsor** — \$5,000
- ☐ **Toiletries Kit Sponsor** — \$5,000
- ☐ **EOS Lip Balm Sponsor** — \$4,500
- ☐ **Tumbler Sponsor** — \$4,000
- ☐ **Mobile Fish Eye Clip Sponsor** — \$4,000
- ☐ **Office-on-the-Go Sponsor** — \$3,800

##### Hot/Cold Pack Sponsor

- ☐ **Option 1** — \$2,500      ☐ **Option 2** — \$3,000
- ☐ **Earbuds Sponsor** — \$2,500

##### Foldable Sunglasses Sponsor

- ☐ **Option 1** — \$2,000      ☐ **Option 2** — \$3,000
- ☐ **Fragrance Enhancer Travel Accessory Sponsor** — \$2,000
- ☐ **On the Go AM Snack Break Sponsor** — \$2,000
- ☐ **Strappy Phone Holder Sponsor** — \$1,800
- ☐ **Personalized Mints Sponsor** — \$1,800
- ☐ **Star Clip Magnet Sponsor** — \$1,500
- ☐ **On the Go PM Snack Break Sponsor** — \$1,500

##### Stress Reliever Sponsor

- ☐ **Option 1** — \$1,000      ☐ **Option 2** — \$2,000
- ☐ **Bottle Opener & Phone Kickstand Sponsor** — \$1,000
- ☐ **Magnet Sponsor** — \$1,000
- ☐ **Post-It Notes Sponsor** — \$800

#### PAYMENT METHOD

Total Sponsorship Amount \$ \_\_\_\_\_

Total Enclosed \$ \_\_\_\_\_

☐ Check    ☐ VISA    ☐ MC    ☐ AMEX

Cardholder's Name

Credit Card #

Exp. Date

3-Digit Code or 4-Digit Code (AMEX)

Cardholder's Signature

#### Please remit to:

NAFTZ, 529 14th Street NW, Suite 1071  
Washington, DC 20045  
P: 202-331-1950      F: 202-331-1994





# SPONSORSHIPS

## FTZS: STABILITY IN A WINDY CITY

### Standard Sponsorship Benefits

All sponsors will receive the following in addition to specific sponsorship level benefits as listed below: Written acknowledgement in the monthly NAFTAZ newsletter (July, August & September), an advance copy of attendee registration and the opportunity to email them once,\*\* company logo to be displayed on the NAFTAZ website and prominent listing of sponsor's name or logo in marketing materials for the event and day-of-event signage.

### Sponsorship Level Benefits

| Level<br>Sponsorship Amount                                                                                                                                                                          | Platinum*<br>\$8,000 | Gold<br>\$5,000 | Silver<br>\$1,500 |
|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------|-----------------|-------------------|
| Opportunity to include 1 question in attendee survey (provide by 8/30) **                                                                                                                            | X                    |                 |                   |
| Inside half-page advertisement in the front half of the electronic Seminar program*                                                                                                                  |                      | X               |                   |
| Inside half-page advertisement in back half of electronic Conference program                                                                                                                         |                      |                 | X                 |
| Exclusive full-page advertisement on second page of the electronic Conference program                                                                                                                |                      |                 |                   |
| One Continental Breakfast (Wednesday)                                                                                                                                                                |                      |                 |                   |
| Wednesday AM Refreshment Break — corporate recognition (Wednesday) Limited to first company to secure the sponsorship                                                                                |                      | X               |                   |
| Meeting room to hold private meetings with clients and potential customers for one hour (must request in advance)                                                                                    |                      | X               |                   |
| An opportunity to place 1 piece of company information within distributed attendee materials                                                                                                         |                      | X               |                   |
| Waived registration fee for one executive (Gold) & two executives (Platinum)                                                                                                                         |                      | X               |                   |
| Reserved (1) sponsor table (Mon, Tues & Wed) for executives and guests/clients at the front of the luncheon room with corporate signage & opportunity to invite guests (provide guest names by 9/14) |                      |                 |                   |
| Recognition in the opening remarks                                                                                                                                                                   | X                    | X               | X                 |
| MEDIA SPONSOR                                                                                                                                                                                        | Call for Details     |                 |                   |

### Meal/Break Sponsorships

| Meals/Break                                      | Amount                                                         |
|--------------------------------------------------|----------------------------------------------------------------|
| Formal Luncheon with Keynote Speaker — Monday    | SOLD — GEODIS                                                  |
| Formal Luncheon with Keynote Speaker — Tuesday   | SOLD — SAP                                                     |
| Formal Luncheon with Keynote Speaker — Wednesday | \$ 5,000                                                       |
| Continental Breakfast — Monday                   | SOLD — PORT OF TAMPA, FTZ #79                                  |
| Continental Breakfast — Tuesday                  | SOLD — GREATER KANSAS CITY FTZ                                 |
| Business Meeting Breakfast — Wednesday           | SOLD — FTZ #31                                                 |
| AM Refreshment Break — Monday                    | Standard break SOLD — MIC CUSTOMS SOLUTIONS                    |
|                                                  | Upgraded break available by request, call for details \$ 2,500 |
| AM Refreshment Break — Tuesday                   | Standard break SOLD — LIVINGSTON INTERNATIONAL                 |
|                                                  | Upgraded break available by request, call for details \$ 2,500 |
| PM Snack Break — Monday                          | Standard break SOLD — MIC CUSTOMS SOLUTIONS                    |
|                                                  | Upgraded break available by request, call for details \$ 2,500 |
| PM Snack Break — Tuesday                         | Standard break SOLD — IMS WORLDWIDE, INC. & CEVA               |
|                                                  | Upgraded break available by request, call for details \$ 2,500 |

### Reception Sponsorships\*\*\* Each includes exclusive signage & formal recognition at the event.

| Reception                               | Amount                                                                    |
|-----------------------------------------|---------------------------------------------------------------------------|
| Welcome Reception (Sunday Night)        | Half-page ad in back section of seminar/conference SOLD — PAGE•FURA, P.C. |
| Grand Opening Reception (Monday Night)* | Half-page ad in front section of conference program \$ 10,000             |
| Main Event Reception (Tuesday Night)    | SOLD — THOMPSON REUTERS, PORT HOUSTON, UPS ZONE SOLUTIONS                 |

Contact Victoria Cartwright at [vcartwright@naftz.org](mailto:vcartwright@naftz.org) or 202-331-1950 for customized packages.

\* Indicates an exclusive sponsorship level or advertisement limited to three (3) sponsors.

\*\* Subject to NAFTAZ approval & editing.

\*\*\* Reception Sponsorships are open year-round.



# SPONSORSHIPS

## FTZS: STABILITY IN A WINDY CITY

### Event Item Sponsorships (See item pictures on the following pages)

| Item                                | Included Benefits                                                                                                                                                                                                                                                                                                                                                                          | Amount                                               |
|-------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------|
| Event App                           | Featured as first logo guests see when opening the app on the splash screen. Guests will access the app to review the agenda, complete surveys and connect with attendees.                                                                                                                                                                                                                 | \$ 5,000                                             |
| Social Media Wall                   | Replace the click logo shown on next page with corporate name/logo. This will rotate between the Click Game and NAFTAZ Social Media outlets, such as Twitter. Projected on the registration desk screen & General session Entrance Screen and featured in the NAFTAZ registration area. Option to develop own 2 photo scavenger request for guests to complete (must be provided by 8/14). | \$ 5,000                                             |
| Event App & Social Media Wall       | Sponsor both items as described above                                                                                                                                                                                                                                                                                                                                                      | <b>SOLD — PTSI</b>                                   |
| Wireless Charging Pad               | Corporate logo on charging pad distributed to all attendees & program recognition. Charges up to 3 phones at one time. One can charge wirelessly on top, and 2 more can charge by plug. No battery, must be plugged in while charging. Cord included, Input: DC 5V/2A; Output: DC 5V/1A. LED indicators for USB outlets & wireless charging.                                               | \$ 9,000                                             |
| Cup Clip Holder                     | Company name/logo on cup clip holders that are distributed to all attendees & program recognition                                                                                                                                                                                                                                                                                          | \$ 6,000                                             |
| Conference Tote Bag                 | Company name or logo on the event bags that are distributed to all attendees                                                                                                                                                                                                                                                                                                               | <b>SOLD — QUESTAWEB, INC.</b><br>#2: \$6,000         |
| Windy City Scarf                    | Company name or logo on scarfs that are distributed to all attendees & program recognition. Upgrade to personalized label.                                                                                                                                                                                                                                                                 | #1: \$5,000<br>#2: \$5,500                           |
| Personalized Phone Stand            | Corporate logo on phone stands distributed to all attendees & program recognition.                                                                                                                                                                                                                                                                                                         | \$ 5,000                                             |
| Apron                               | Corporate logo on aprons distributed to all attendees & program recognition.                                                                                                                                                                                                                                                                                                               | \$ 5,000                                             |
| Toiletries Kit                      | Place your corporate logo on each of the toiletries kits that will be distributed to all attendees                                                                                                                                                                                                                                                                                         | \$ 5,000                                             |
| EOS Lip Balm                        | Corporate logo on lip balms distributed to all attendees & program recognition.                                                                                                                                                                                                                                                                                                            | \$ 4,500                                             |
| Tumbler                             | Corporate logo on tumblers distributed to all attendees & program recognition.                                                                                                                                                                                                                                                                                                             | \$ 4,000                                             |
| Mobile Fish Eye Clip                | Corporate logo on mobile fish eye clips distributed to all attendees & program recognition                                                                                                                                                                                                                                                                                                 | \$ 4,000                                             |
| Office-on-the-Go                    | Corporate logo on office-on-the-go cases distributed to all attendees & program recognition.                                                                                                                                                                                                                                                                                               | \$ 3,800                                             |
| Hotel Key & Room Drop               | Place your corporate logo and/or advertisement on each of the hotel key cards that are distributed to all conference attendee and their guests. Sponsor can choose between 2 or full-color key cards                                                                                                                                                                                       | <b>SOLD — FTZC™ (FOREIGN-TRADE ZONE CORPORATION)</b> |
| Notepads                            | Corporate logo on notepads distributed to all attendees & program recognition. Choose from ( #1) plain notepad or ( #2) jotter notepad & pen with deboss logo                                                                                                                                                                                                                              | <b>SOLD — ISCM, INC.</b><br>#2: \$3,500              |
| Hot/Cold Pack                       | Corporate logo on hot/cold packs distributed to all attendees & program recognition. Upgrade to eye mask.                                                                                                                                                                                                                                                                                  | #1: \$2,500<br>#2: \$3,000                           |
| Earbuds                             | Company name on earbuds that are distributed to all attendees & program recognition, choose from 2 options.                                                                                                                                                                                                                                                                                | \$ 2,500                                             |
| Foldable Sunglasses                 | Corporate logo on sunglasses distributed to all attendees & program recognition. Upgrade to include case.                                                                                                                                                                                                                                                                                  | #1: \$2,000<br>#2: \$3,000                           |
| Fragrance Enhancer Travel Accessory | Corporate logo on accessories distributed to all attendees & program recognition.                                                                                                                                                                                                                                                                                                          | \$ 2,000                                             |
| On the Go AM Snack Break            | Corporate logo on snacks distributed to all attendees & program recognition                                                                                                                                                                                                                                                                                                                | \$ 2,000                                             |
| Flashlight Stylus Pen               | Corporate logo on pens distributed to all attendees & program recognition                                                                                                                                                                                                                                                                                                                  | <b>SOLD — INDIGO TRADE SOLUTIONS</b>                 |
| Personalized Mints Pen              | Corporate logo on mints packages distributed to all attendees & program recognition                                                                                                                                                                                                                                                                                                        | \$ 1,800                                             |
| Strappy Phone Holder                | Corporate logo on phone holders distributed to all attendees & program recognition                                                                                                                                                                                                                                                                                                         | \$ 1,800                                             |
| Star Clip Magnet                    | Corporate logo on star clip magnets distributed to all attendees & program recognition                                                                                                                                                                                                                                                                                                     | \$ 1,500                                             |
| On the Go PM Snack                  | Corporate logo on snacks distributed to all attendees & program recognition                                                                                                                                                                                                                                                                                                                | \$ 1,500                                             |
| Enamel Lapel Pin                    | Company logo on enamel lapel pins that are distributed to all attendees & program recognition                                                                                                                                                                                                                                                                                              | <b>SOLD — EL PASO FOREIGN TRADE ZONE #68</b>         |
| Stress Reliever                     | Company name on event stress relievers that are distributed to all attendees & program recognition, choose ( #1) stress ball or ( #2) cell phone, shipping container or US map                                                                                                                                                                                                             | #1: \$1,000<br>#2: \$2,000                           |
| Bottle Opener & Phone Kickstand     | Company name/logo on kickstands that are distributed to all attendees & program recognition                                                                                                                                                                                                                                                                                                | \$ 1,000                                             |
| Magnet                              | Company name on magnets in the shape of any state that are distributed to all attendees & program recognition                                                                                                                                                                                                                                                                              | \$ 1,000                                             |
| Hand Sanitizer                      | Company name/logo on hand sanitizer distributed to all attendees & program recognition                                                                                                                                                                                                                                                                                                     | <b>SOLD — BROWARD COUNTY'S PORT EVERGLADES</b>       |
| Post-It Notes                       | Company name/logo on event post-its that are distributed to all attendees & program recognition                                                                                                                                                                                                                                                                                            | \$ 800                                               |

Customized option(s) available by request — contact Victoria Cartwright at [vcartwright@naftz.org](mailto:vcartwright@naftz.org) or 202-331-1950.

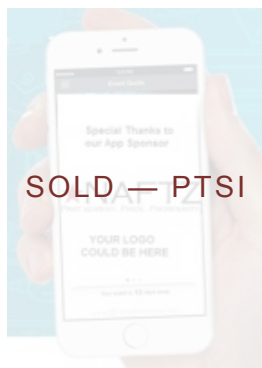




# SPONSORSHIP ITEMS

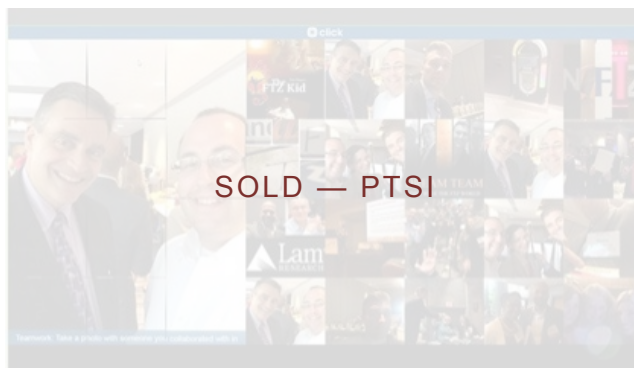
FTZS: STABILITY IN *A WINDY CITY*

EVENT APP



SOLD — PTSI

SOCIAL MEDIA WALL



SOLD — PTSI

TOTE BAG OPTION 1  
(8x8, black, blue or khaki)



SOLD —  
QUESTA WEB, INC.

TOTE BAG OPTION 2  
(insulated Tote w/ side pocket)



WIRELESS CHARGING PAD



PERSONALIZED PHONE STAND/BUTTON



APRON (red, blue, black or green)



CUP CLIP HOLDER



TOILETRIES KIT



WINDY CITY SCARF OPTION 1  
(with pockets)



TUMBLER (straw in clear, blue, black or red)



MOBILE FISH EYE CLIP



EOS LIP BALM



WINDY CITY SCARF OPTION 2  
(with label)





# SPONSORSHIP ITEMS

FTZS: STABILITY IN *A WINDY CITY*

HOTEL KEY & ROOM DROP  
(one-sided, full-color)

**SOLD — FTZC™**  
(FOREIGN-TRADE  
ZONE CORPORATION)

NOTEPAD OPTION 1



**SOLD —**  
ISCM, INC.

NOTEPAD OPTION 2



HOT/COLD PACK OPTION 1



EARBUDS OPTION 1



EARBUDS OPTION 2



SUNGLASSES OPTION 1



SUNGLASSES OPTION 2  
Option 1 plus case



HOT/COLD PACK OPTION 2



OFFICE-ON-THE-GO  
(includes a mini stapler, staples, rubber  
bands, paper clips, transparent tape,  
sticky notes, tabs & storage box)



FRAGRANCE ENHANCER  
TRAVEL ACCESSORY  
(fresh linen scent)



STRAPPY PHONE HOLDER



ON THE GO AM SNACK BREAK  
(Granola, Peanuts, or Sunflower Seeds)



FLASHLIGHT STYLUS PEN



**SOLD — INDIGO**  
TRADE SOLUTIONS

PERSONALIZED MINTS



STAR CLIP MAGNET







# SPONSORSHIP ITEMS

FTZS: STABILITY IN *A WINDY CITY*

STRESS RELIEVER OPTION 1



STRESS RELIEVER OPTION 2  
(Choose cell phone, shipping container or US map)



ON THE GO PM SNACK BREAK  
(Cinnamon Red Hots, Goldfish, Gum,  
Gumballs, Hershey Kisses, Jelly Beans)



ENAMEL LAPEL PINS  
(can adjust to logo size)



BOTTLE OPENER & PHONE KICKSTAND



MAGNET  
(select your state)



HAND SANITIZER



POST-IT NOTES  
(full-color)





# EXHIBIT SPACE

## FTZS: STABILITY IN *A WINDY CITY*

### 47<sup>TH</sup> ANNUAL CONFERENCE & EXPOSITION

SEPTEMBER 8-11, 2019 THE PALMER HOUSE HILTON, CHICAGO, IL

#### CONTACT INFORMATION

List the company name, address and phone number as you would like to have it appear in the NAFTAZ Conference Program & Buyer's Guide.

Organization \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_

State \_\_\_\_\_

Zip \_\_\_\_\_

Phone \_\_\_\_\_

Fax \_\_\_\_\_

E-mail \_\_\_\_\_

#### BOOTH REQUEST

Please list top 3 choices for booth number based on first come, first serve once registration opens (see page 2 for options)

1<sup>st</sup> Choice \_\_\_\_\_ 2<sup>nd</sup> Choice \_\_\_\_\_ 3<sup>rd</sup> Choice \_\_\_\_\_

Any Special Requests \_\_\_\_\_

#### PAYMENT METHOD

Exhibit Registration Fee\* (Normal Booth) \$ 2,000

Exhibit Registration Fee\*  
(Premium Booth — #1, 7, 8, 16-27, 30) \$ 3,250

Total Enclosed \$ \_\_\_\_\_

\* Includes registration fee for one booth personnel.

☐ Check ☐ VISA ☐ MC ☐ AMEX

Cardholder's Name \_\_\_\_\_

Credit Card # \_\_\_\_\_

Exp. Date \_\_\_\_\_

3-Digit Code or 4-Digit Code (AMEX) \_\_\_\_\_

Cardholder's Signature \_\_\_\_\_

#### ACCEPTANCE OF TERMS

I understand and agree to abide by all the Rules and Regulations (see following page) set forth in this exhibitor contract. Please retain a copy of this form for your files. Upon confirmation of space, a copy of this signed contract will be returned to you.

Signature \_\_\_\_\_

Date \_\_\_\_\_

Printed Name \_\_\_\_\_

Date \_\_\_\_\_

#### BOOTH PERSONNEL

Please note that EACH booth representative must be a paid registrant of the Conference & Exposition. The Exhibit Registration fee includes only one (1) registration. List the names of the representatives who will be operating the booth. Please submit a registration form in addition to submitting this contract.

A. \_\_\_\_\_  
Main Exhibit Booth Contact to be listed in the Pocket Program Buyers Guide

B. \_\_\_\_\_  
Other Booth Personnel

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

#### BOOTH ASSIGNMENT PROCEDURE

Booth space is assigned on a first come, first serve basis upon receipt of payment for exhibit space and booth personnel registration fees. NAFTAZ will coordinate with the main contact to select a booth number when the exhibit floor plan has been finalized with the hotel and drayage company.

#### PLEASE REMIT TO:

NAFTZ  
National Press Building  
529 14th Street NW, Suite 1071  
Washington, DC 20045  
P: 202-331-1950 F: 202-331-1994



| NAFTZ<br>USE ONLY | Date Received | Booth Assignment | Payment Received/Staff Signature |
|-------------------|---------------|------------------|----------------------------------|
|                   |               |                  |                                  |



# EXHIBITOR RULES & REGS

## FTZS: STABILITY IN A WINDY CITY

### PAYMENT OF EXHIBIT SPACE

Applications will not be processed without the required payment

### CANCELLATION OF DISPLAY SPACE

A cancellation charge equal to one-third of the fee for the space will be assessed by the National Association of Foreign-Trade Zones (NAFTZ) for space cancelled from ninety (90) to sixty (60) days prior to the opening date; two thirds of the cost of the space if cancelled from sixty (60) to thirty (30) days prior to the opening date; and the full fee for the space if cancelled within thirty (30) days prior to the opening of the exposition. These forfeitures will be effective even though the exhibitor space no longer required by the withdrawing company may subsequently be rented by NAFTZ to another company. In the case the Exposition premises shall be destroyed or damaged, or if the Exposition fails to take place as scheduled or is interrupted and/or discontinued or access to the premises is prevented or interfered with by reason of any strike, lockout, injunction, act of war, Act of God, emergency declared by any governmental agency or by the NAFTZ, or for any other reason, this contract may be terminated by the NAFTZ. In the event of such termination, the exhibitor waives any and all damages and claims for damages and agrees that the sole liability of NAFTZ shall be to return to each exhibitor the booth payment less the pro-rated share of all costs and expenses committed and incurred by the NAFTZ.

### ASSIGNMENT OF EXHIBIT SPACE

Space will be assigned in accordance with the policy announced at the time display space is offered for reservation. The NAFTZ reserves the right to relocate display areas for the benefit of the exhibitor, or for the betterment of the Exposition. No contract shall be in force until signed by NAFTZ representative.

### TERMINATION OF CONTRACT

NAFTZ reserves the right to terminate this contract immediately if an exhibitor does not follow the Rules and Regulations. NAFTZ also reserves the right to withhold from the exhibitor possession of his exhibit space if the exhibitor fails to perform any material term of the contract or refuses to abide by the Rules and Regulations. In the event of a default by the exhibitor, as set forth in the previous paragraph, the exhibitor shall forfeit as liquidated damages the amount paid by it for the space rental, regardless of whether or not the NAFTZ enters into a future lease of the space involved.

### SHARING EXHIBIT SPACE

No exhibitor shall assign, sublet, or share space allotted with another business or firm unless approval has been obtained in writing from the NAFTZ. Exhibitors are not permitted to feature names or advertisements of non-exhibiting manufacturers, distributors, or agents in the exhibitor's display, with the exception of parent or subsidiary companies.

### EXHIBITORS AUTHORIZED REPRESENTATIVES

Each exhibitor shall provide NAFTZ, in advance, the name and title of the person who will be in attendance at the Exposition and responsible for the installation, operation, and removal of the exhibit. Said representative shall be authorized to enter into such service contracts as may be necessary, the cost of which shall be the exhibitor's sole responsibility.

### EXHIBITOR FLOOR BEHAVIOR

No exhibits will be permitted which interfere with the use of other exhibits or impede access to them or impede the free use of the aisles. Booth personnel are required to confine their activities within the booth space. This includes physical incursions, as well as sound or light, apart from the specific display space for which an exhibiting company has contracted with NAFTZ. NO PART OF THE EXHIBIT HALL AND THE SURROUNDING GROUNDS, HOTEL PUBLIC SPACE OR HOSPITALITY SUITES MAY BE USED BY ANY ORGANIZATION OTHER THAN NAFTZ FOR DISPLAY PURPOSE OF ANY KIND OR NATURE. If audio-visuals or loud speakers are used, the exhibitor agrees to comply with union requirements for the operation of the equipment. Sound presentations will be permitted if tuned to conversational levels and not objectionable to neighboring exhibitors. Show Management reserves the right to restrict the use of glaring lights or objectionable light effects. No firm or organization is permitted to engage in direct sales or order-taking activities within the exhibit area.

### BOOTH CONSTRUCTION GUIDELINES

All booths shall be 8' x 10'

### FIRE REGULATIONS

To ensure the safety of all participants, exhibitors shall observe all state and local fire regulations. The cost for repairing any damages to the Hotel caused by the exhibitor will be billed to the responsible exhibitor. Nothing can be posted, tacked, nailed, screwed or otherwise attached to the columns, walls, floors, ceiling or furniture.

### EXHIBIT SET-UP

Display set-up will be **Sunday, September 8, 2019, 1-5pm**. All displays must be fully set-up and ready by 5:00 p.m. on Sunday, September 8, 2019. After that time, any unattended booth with crated displays will be set up at the discretion of NAFTZ and all expenses will be charged to the exhibitor. The Exposition will open promptly at 7:00 a.m. on Monday, September 9, 2019.

J&J Exhibitor Service is the exclusive exhibit décor vendor for event trade show services (service, equipment, labor of all material handling services , electrical, and plumbing, audio visual, in-booth cleaning, overhead sign hanging, labor and rental of mechanized equipment , standard and specialized and specialty furniture, carpet and flooring, staging, exhibit rental, installation and dismantle labor, transportation, signage banners, and graphics). The J&J Exhibitor Service is the exclusive electrical/ audio visual services contractor with all requests made through J&J Exhibitor Service.

### EXHIBIT TEARDOWN

The dismantling of displays begins at 11:30 a.m. and all booths must be removed by 1:30 p.m. on **Wednesday, September 11, 2019**. All exhibitor displays or materials left in booths without instructions will be packed and shipped at the discretion of NAFTZ and all charges will be assessed to the exhibitor.

### DECORATING & SHIPPING

The NAFTZ will provide each exhibitor with a detailed service kit from our Exposition Service Provider. This kit will include shipping information as well as additional services available.

### DAMAGES

NAFTZ, its members, the representatives and employees thereof, its exposition management company, its official service contractors, the hotel, their representatives, and employees will not be responsible for any injury, loss, or damage that may occur to the exhibitor's employees or property from any cause whatsoever, unless such injury, loss or damage is caused by the active negligence or willful act of one of the aforementioned parties. Exhibitor agrees fully to indemnify, defend, save and hold harmless NAFTZ, its exposition management company, its official service contractors, the hotel and their respective officers, directors, agents and employees from and against all claims, actions and judgments (and all attorney's fees) based on or arising out of death or injury to person or persons or damages to property, including the exhibitor's property or goods, caused by, or arising out of the negligent use, occupancy or activities of exhibitor at or on the exhibit space or within the Exposition Hall; provided, however, that exhibitor shall not be liable for any injuries, death, damage or loss to the extent that such injury, death, damage or loss is caused by the sole fault or sole negligence of NAFTZ, its exposition management company, its official service contractors, the hotel, or their respective employees. Exhibitors shall carry public liability insurance with financially responsible underwriters, insuring exhibitor against liability for bodily injuries (including wrongful death) and damage to property caused by exhibitor's negligent use, occupancy or activities by exhibitor at or on the exhibit space or within the Exposition Hall the policy limits thereof to be a single limit of \$2,000,000.00 for any one occurrence, bodily injury and property damage liabilities. Each exhibitor must maintain: (a) workers compensation insurance in the minimum amount required by state law, (b) Commercial General Liability in a minimum amount of two million dollars (\$2,000,000) covering all operations; and (c) Automobile Liability insurance and a minimum amount of two million dollars (\$2,000,000) covering all owned, hired and non-owned vehicles. Additionally, each of the policies indicated in (b) and (c) shall include both Client and Global Experience Specialists, Inc. as additional insureds for the applicable Show. Exhibitor shall name National Association of Foreign-Trade Zones, as an additional insured on such policies of insurance to the extent exhibitor is required to indemnify NAFTZ and shall furnish NAFTZ with certificates of such insurance coverage.

### AMENDMENTS

Any matters not specifically covered herein are subject to decision by NAFTZ. NAFTZ reserves the right to make such changes, amendments and additions to these rules as considered advisable for the proper conduct of the Exposition, with the provision that all exhibitors will be advised of such changes.

### BOOTH PERSONNEL

All booth personnel must be paid registrants of the Conference & Exposition. One booth attendant fee is included in the exhibit registration fee.





# UPCOMING EVENTS

## FTZs: STABILITY IN *A WINDY CITY*

### UPCOMING 2020 NAFTAZ MEETINGS — SAVE THE DATES!

#### SEMINARS & CONFERENCES

##### **Fundamentals of FTZs Seminar**

January 5-6, 2020

DoubleTree Suites by Hilton Orlando – Disney Springs  
Orlando, FL

##### **Legislative Summit**

February 11-12, 2020

The Madison Washington DC, a Hilton Hotel  
Washington, DC

##### **Annual Spring Seminar**

May 17-19, 2020

Minneapolis, Minnesota

##### **Annual Conference & Exposition**

October 25-28, 2020

Hyatt Regency Denver  
Denver, Colorado

##### **Legislative Summit**

February 9-10, 2021

The Madison Washington DC, a Hilton Hotel  
Washington, DC

##### **Annual Conference & Exposition**

September 26-29 2021

Loews Miami Beach Hotel  
Miami Beach, FL

Please visit [www.naftz.org](http://www.naftz.org) for details on NAFTAZ meetings.

Suggestions for future ZoneCast topics, contact Victoria Cartwright at [vcartwright@naftz.org](mailto:vcartwright@naftz.org).

