



ISM-Western New England
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ISM—Western New England, Inc.

“PROFESSIONAL GROWTH THROUGH EDUCATION”

**ISM-WNE MEMBERS ARE FREE
GUESTS & AFFILIATES WELCOME**

Pilot Freight Services – International Import

**December Dinner Meeting
ISM – WESTERN NEW ENGLAND:**

<http://www.ismwne.com/>

DATE: *Thursday, December 13, 2018*

PLACE: Delaney House

3 Country Club Road
Holyoke, MA 01040

REGISTRATION and NETWORKING: 5:00-5:30PM

PROGRAM: 5:30 TO 7:00PM

Dinner: 7:00PM

About the Topic:

With the ever changing landscape of buying internationally, Import Compliance and Regulations have become a focus area for many in Supply Chain. Combined with the current tariff situation and the impact on port congestion, many are facing uncharted waters. Understanding ocean transport challenges, cost projections into 2019, and how to navigate effectively will be the primary topics of this important meeting.

- 2019 Outlook: Rates & Capacity
- Benefits of working with an NVOCC verses the carriers directly
- Spot Market Rates vs. Contracted Rates
- Understanding the New Ocean Carrier Alliances (Benefits & Concerns)
- Tariffs

About the Speakers:

Tom Pelliccio, Executive Vice President, International

Tom Pelliccio joined Pilot Freight Services in 2017 as Executive Vice President, International. As the leader of the global sales and operations teams, he has spearheaded double-digit growth for fourteen consecutive months. Not only has Pelliccio increased sales, he has also worked diligently to reduce costs and increase capacity for clients at market rates by improving Pilot's overseas partner network. He has also expanded the company's reach by penetrating international regions and deepened Pilot's presence in emerging markets and third world countries. Pelliccio is also an integral part of Pilot's M&A strategy to acquire companies that will add to its strategic global footprint.

Ilyse Dawicki, Managing Director, Pilot Customer Brokerage

Ilyse Dawicki has over thirty years' experience in Customs Brokerage. Since 2013, Ilyse has been managing director of Pilot Customs Brokerage Services, LLC, a division of Pilot Freight Services. As managing director, she is responsible for supervision and control for all Customer Brokerage compliance and operations for Pilot Freight Services, as well as the profitability of Pilot Customs Brokerage, LLC.

REGISTRATION FORM
Dinner Meeting / December 13, 2018

REGISTRATIONS AND CANCELLATIONS DUE BY Friday, December 7, 2018

Cost: Members Free / GUESTS \$30.00 NO SHOWS will be billed. *

“Pay at the door or in advance by charge card”.

EXPRESS REGISTRATION – click on the link below:

<http://www.ismwne.com/dec.2018registration.shtml>

or, alternative registration:

Print, fill out, then email or fax this form to: lhenchey@hydertools.com

Name _____ Phone (_____) _____

Company Name _____ Fax (_____) _____

Address _____

City _____ State _____ Zip _____

Email (required) _____

Membership (Circle one): ISM-WNE ISM Affiliate: _____ APICS

GUEST _____ \$30.00

GUEST _____ \$30.00

GUEST _____ \$30.00

GUEST _____ \$30.00

TOTAL: \$ _____

Payment information – Select one:

MC, Visa, AE _____
Circle one card number expiration date

Name on card (Please print)

Credit card charges will be from ISM-WNE/PayPal. When paying via credit card any bank penalties due to disputes, inquires or canceled charges will be billed back to the credit card holder.

*The meeting is no cost to members; however, if you make a reservation and fail to show up without having cancelled, you are liable for \$30.00 to cover the cost of your meal.

Make checks payable to ISM-WNE and mail to P.O. Box 924, Springfield, MA 01101

The Institute of Supply Management – Western New England may take either photographs or video tape the meeting proceedings. By virtue of your attendance, you agree to your likeness in such materials.