

- See the list of upcoming events on page 4!
- Have an interesting idea for an article or a feature, please let us know!
- Want to get involved with the on-going production of Hi-Lites, send us an e-mail!

Inside this issue:

Adopt-a-Family Huge Success	1
Up-Coming Educational Events	1,2
More pictures from Adopt-a-family	2
Calendar of Events	3

Attached:

New Member and Renewal Membership Application Form attached

Scholarship Application

Flyers for next two Educational Events

Scholarship
Applications
Due by February
16, 2007

Adopt-a-Family Huge Success!

By: Teresa Billone
Charity Event Chairperson

The Transportation Council of Rochester sponsored a family again this year through the Mary Cariola Children's Center. Similar to last year, we assisted the largest family which is a family of nine. The family consists of 7 children ranging in ages from 6 to 16 in addition to their parents. Each Adopt-A-Family at the Mary Cariola Center has at least one child that attends their school and that child has special needs.

We reached-out to the members of the council and their prospective employers asking for monetary donations. The Mary Cariola Center provided the Transportation Council

with a gift 'wish list' in addition to a preference of food items for a Holiday Food Basket. Without this event, these children and their families would not have the experience of waking-up to Santa having visited or a

special holiday meal.

The Transportation Council thanks you for your support for this needy family during this holiday season. Contributions were greatly appreciated.

Volunteers Wrapping Gifts for the Mary Cariola Children's Center (More pictures in back of issue.)



L to R: Tom Nescot, Dan Macri, Teresa Billone, Deb Heinonen, Curst Simmons, Tracy Chomik

Up-coming Educational Events—January

The Rochester Transportation Council Seminar on **January 18th** at the RBA will be a combined **Inco-terms** and **Import Compliance session**. Two hours will be relegated for each topic with a half hour lunch break. Schedule will be:

9:30 am – Registration, coffee and pastries/bagels
10:00 am – Incoterms
12:00 pm – Lunch break (sandwiches)
12:30 pm – Import Compliance
2:30 pm – End of seminar

Registration fees: \$45 member, \$60 non-member.

Study materials will be provided. If you'd like a copy of "Incoterms for Americans" by Frank Reynolds, they are \$40 but your reservation and order must be received by end of day January 11th. Registration form is attached at end of newsletter.

Also **January 25th** will be a lunch Seminar presented by Ron Roest, General manager of Logistics at

Holland International's Distribution Council. The title is "**The Role of European Distribution Centers in the face of global sourcing and supply chains**". Ron will discuss the challenges and opportunities exporting to EU countries, as well as explain the resources the Netherlands offer as a distribution hub to service the EU market. This is a lunch seminar at the Rochester Business Alliance. Lunch and registration will be at 11:30,

Up-coming Educational Events-continued

presentation will be from noon to one with questions to follow. Registration form is attached at end of newsletter.

More pictures from wrapping event for the Adopt-a-Family Event



L to R: Dan Macri, Todd Smith, Tracy Chomcik



In the foreground L to R: Curt Simmon's head, Dan Macri. In background L to R: Randy Broomfield, Tracy Chomcik, Pat Lynch, Tom Nescot, Teresa Billone, Barb Courtrona



The cart is filling-up with Holiday Cheer! (Food items of course were not wrapped with these items.)

Check out the Upcoming Events on the last page for future seminars and presentations

Photos courtesy of Patrick Lynch.

**ROCHESTER
TRANSPORTATION
COUNCIL**
150 STATE STREET
ROCHESTER, NEW
YORK 14614-1308

Phone: 585.244.1800
Fax: 585.263.3679
www.RochesterBusinessAlliance.com

We're on the Web
www.rochesterbusinessalliance.com

Contributors:
Patrick Lynch
Teresa Billone
Robert Stein
John Tracy

Transportation Council
President
Pat Lynch

The Rochester Transportation Council is a non-profit professional organization that promotes exchange among members of ideas and information concerning traffic and transportation, provides a forum for study and free discussion of traffic and transportation problems, and promotes cooperative relationships and understanding among shippers and transportation providers.

To become a member of the Rochester Transportation Council, contact the Rochester Business Alliance at 585-244-1800.

Sunshine Committee Report and "In the News"

We recently learned of the passing of Jim Aldridge's mother. We extend our sympathy to Jim and his family.

If you have news about any of our members, please share it!

Calendar of Events

(See attached registration flyers for further details for each of these events.)

January 18th: **INCOTERMS and Import Compliance**

January 25th: **"The Role of European Distribution Centers in the face of global sourcing and supply chains"**.

February 18th: **Deadline for Scholarship Applications**

March (date TBD): **HazMat Seminar**

April 18th: **Annual Dinner** at Riverside Convention Center



THE TRANSPORTATION COUNCIL

150 State Street, Suite 400

Rochester, New York 14614

(585) 256-4641/Fax: (585) 224-2728

Website: www.rochesterbusinessalliance.com

TRANSPORTATION COUNCIL MEMBERSHIP APPLICATION

With a history rich in tradition and leadership, the Transportation Council strives to meet the needs of transportation professionals. The Council offers a variety of educational seminars and social functions, which provide opportunities for our members to exchange information. Members of the transportation industry are encouraged to work through Transportation Council members, where they will receive fair value for their transportation dollars. We trust our membership to adhere to the highest standards of business ethics in their professional and community activities.

The council offers approximately six educational programs per year, and our members determine these through our annual membership survey. Every effort is made to respond to current market situations and address the most urgent needs of our members.

Several social functions are also sponsored each year, including the Rochester Transportation Council's Annual Dinner, a Clambake, a Holiday Party, and Spring and Summer Golf Outings. These events offer our members outstanding opportunities to expand their industry contacts and to develop additional business opportunities from within the membership of the council.

Additionally, the Council publishes a Membership Roster and a Transportation Services Directory, both of which help to promote the services of our members and their firms. Members are encouraged to work through other Council members when they need various transportation services because, from our members, they can be assured of receiving full value for their transportation dollars.

We encourage transportation professionals to make business associates aware of the Rochester Transportation Council. To apply for membership, please complete the form below and return it to the Council.

MEMBERSHIP APPLICATION FORM

Option I: Individual Membership: \$55.00 if received prior to January 31, 2007
Individual Membership: \$60.00 if received after February 1, 2007

Option II: Corporate Membership: \$225 flat fee for up to five (5) individuals. **Additional corporate members are \$45 each. Corporate Memberships are transferable within the sponsoring company. Corporate members receive 10% off all scheduled events.**

Applicant: _____ Job Title _____

Firm: _____ Phone: () _____

Address: _____ Zip _____

E-MAIL: _____

m Renewal – Individual

m Renewal – Corporate Please attach list of up to five (5) individuals.

m New applicant

Sponsor (Must be a current Council Member) _____

Scholarship Fund Contribution (Optional): \$ _____ Total Enclosed: \$ _____

Please send your check, payable to the Transportation Council, along with this form, to the Transportation Council at 150 State Street, Suite 400, Rochester NY 14614. Thank you!

THE TRANSPORTATION COUNCIL
of the Rochester Business Alliance, Inc.
150 State Street
Rochester, New York 14614
(585) 244-1800/ Fax: (585) 263-3679
Website: www.RochesterBusinessAlliance.com

INCOTERMS and Import Compliance

January 18, 2007 at the Rochester Business Alliance

Security legislation continues to place greater responsibility on U.S. importers. Non-compliance of these regulations may result in fines, delays and ultimately revocation of import privileges. Does your organization adhere to current mandates? Are the necessary records maintained in the event of an audit by U.S. Customs?

INCOTERMS are used to describe the responsibilities and privileges of the parties to an international transaction as they pertain to freight cost and risk. Do the INCOTERMS agree with your intentions?

The Rochester Transportation Council Seminar on Jan 18th at the RBA will be a combined Incoterms and Import Compliance session. Two hours for each topic with a half hour lunch break. Schedule will be:

9:30 am	Registration, coffee and pastries/bagels
10:00 am	Incoterms
12:00 pm	Lunch break (meal provided)
12:30 pm	Import Compliance
2:30 pm	End of seminar

Registration fees are \$45 for members, \$60 for non-members.

Robert Stein, LCB is the instructor and he will provide study materials. We can offer a copy of "Incoterms for Americans" by Frank Reynolds for \$40 if the order is received by Jan 11th (with registration).

INCOTERMS and IMPORT COMPLIANCE
Thursday, January 18, 2007 Rochester Business Alliance

Please reserve: _____ Ticket(s) @ **\$60.00**/Non-Member
_____ Ticket(s) @ **\$45.00**/Transportation Council or IBC Member
_____ Copy of "Incoterms for Americans" by Frank Reynolds \$40.00

(ALL TICKET SALES ARE FINAL)

NAME _____ TELEPHONE (_____) _____

FIRM _____ AMOUNT ENCLOSED: \$ _____

ADDRESS _____ ZIP _____

Please make your check payable to the "TRANSPORTATION COUNCIL," and return it, along with this form, to the Council at 150 State Street, Rochester, NY 14614, by *Friday, January 12, 2007 (or January 11th if you'd like a copy of the book)*.

THE TRANSPORTATION COUNCIL
of the Rochester Business Alliance, Inc.
150 State Street
Rochester, New York 14614
(585) 244-1800/ Fax: (585) 263-3679
Website: www.RochesterBusinessAlliance.com

And

The Council of Supply Chain Management Professionals

Co-Present

"The Role of European Distribution Centers in the Face of Global Sourcing and Supply Chains"

The European Union created the world's largest economic entity with a population of 450 million. Supply chains servicing Europe are changing from highly localized to centralized while at the same time dealing with higher fuel prices, congestion, local market needs, and green imperatives. Adding 10 eastern European countries in 2004 created new European opportunities as the world's largest trading block became bigger and more competitive. The newly expanded trading block has 450 million consumers vs. 285 million in the U.S.; all in squeezed into 1.6 m square miles versus 3.7 million in the U.S. That's 20% more people in less than half the space, so over 3 times as many consumers per square mile. Competitiveness among the world's manufacturing centers also increased. Due to lower labor costs manufacturing and assembly operations have moved eastwards in Europe but the growth in imports from China has been even higher. In 2004 alone, container traffic between China and Europe increased by over 46%. **Ron Roest, General Manager Logistics at Holland International's Distribution Council**, will share an overview of conducting trade in the EU and the results of research into Europe's changing supply chain. You can learn:

- How to successfully overcome the changing complexity in Europe
- Why logistics in Europe so different from the US?
- How increasing imports from Asia impact European supply chains on one hand
- And on the other hand how the addition of 10 countries to the European Union has changed supply chains serving all of Europe
- The hot trends in Europe
- What are companies doing today to become tomorrow's winners

11:30 am Registration, lunch (provided)
12:00 am Presentation
1:00 pm Q&A
1:30 pm End of seminar

Registration fees are \$45 for Transportation Council and CSCMP members, \$60 for non-members.

"The Role of European Distribution Centers in the Face of Global Sourcing and Supply Chains"
Friday, January 26, 2007 Rochester Business Alliance

Please reserve: _____ Ticket(s) @ **\$60.00**/Non-Member
_____ Ticket(s) @ **\$45.00**/Transportation Council or CSCMP Members

(ALL TICKET SALES ARE FINAL)

NAME _____ TELEPHONE (_____) _____

FIRM _____ AMOUNT ENCLOSED: \$ _____

ADDRESS _____ ZIP _____

Please make your check payable to the "TRANSPORTATION COUNCIL," and return it, along with this form, to the Council at 150 State Street, Rochester, NY 14614, by *Friday, January 19, 2007.*