

SAMPLE COMMENTS FROM PARTICIPANTS

“Partnering for Compliance™” 2007
February 26, 27 & 28, 2007 - University of Central Florida, Orlando

Comments & Analysis

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“Partnering for Compliance” A Great Bang for the Buck

If you’re looking for face-to-face, low-cost and top-notch trade compliance and enforcement training with three days of great speakers, timely and diverse topics in a perfect event venue with wonderful weather as an added benefit, then “Partnering for Compliance” (PfC) is for you and your organization.

The 6th Annual PfC Conference took place in Orlando, FL, February 26-28th. An intentionally limited attendance of 200 fostered a less formal and much more interactive environment with lots of time set aside for networking and Q&A. These events are dedicated to helping individuals and organizations trade successfully in the demanding and dynamic global marketplace. It did just that.

If you’d like a copy of this year’s agenda, want to know more or get

on the mailing list, contact Ailish Nic Pháidín, President and Chief Executive Officer of Partnerships International, Inc., at (321) 952-2978 or Ailish@AccessLinkInternational.com.

You won’t find a better return on investment with a superb agenda focused on the broader aspects of trade compliance delivered by experts from industry, the US Government along with the consulting and legal perspectives on exports, imports, supply chain and a host of related subjects.

So, add “PfC” to your list of outstanding education and training opportunities and factor them in to your game plan for next year. The 7th Annual PfC Conference is already on the books for February 27-29, 2008 in Orlando on the Campus of the University of Central Florida.

(Reprinted from IIEI GlobalWatch® Newsletter March-April 2007 issue www.expandglobal.com with the kind permission of the President, Dr. Donald N. Burton and the writer, Mr. John Priecko, JPMorgan Chase Vastera, Inc.)

Export trade security

. . . and goodbyes

WILLIAM G. “JERRY” PECK

This past month I attended what I felt to be a truly exceptional export compliance seminar that may be the best-kept secret among the existing offering of export compliance conferences. “Partnering for Compliance™, 2007” was organized by Partnerships International Inc. It was big on value-add despite its diminutive registration fee.

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Partnerships International, Inc. is a non-profit educational organization. Reg. # N0400000350

The three-day conference was held on campus at the University of Central Florida. The speaker list read like a Who's Who of government and industry export trade experts, including: Wendy Wysong, deputy secretary of commerce for export enforcement; Gene Christiansen, senior licensing officer, Bureau of Industry and Security; David Trimble, director of the compliance division of the Office of Defense Trade Controls; Terry Davis, director of the Office of Defense Controls Licensing; William G. Bostic Jr., chief of the Census Bureau's Foreign Trade Division; and Jerome M. Greenwell, the Census Bureau's trade ombudsman.

The conference, limited to 200 registrants, was designed to support the small to medium-sized exporter but also attracted larger companies. This smaller audience facilitates a more intimate, hands-on environment where attendees can freely interact with the trade experts. The resulting open exchange was more like that of a smaller industry roundtable than the static "presentation and applaud" formats typical of larger, more traditional conferences.

As one representative from a Fortune 50 high-tech leader put it, "Where else can you go to get this type of informal one-on-one time with these ranking officials?"

I personally found the conference extremely beneficial in that it helped to bring the issue of supply chain security full circle. While my columns in the JoC have focused predominantly on the import perspective of trade security, the multiple case studies offered by the event's speakers provided chilling reminders that the war against terrorism is being fought every day in the benign trenches of corporate sales and manufacturing departments.

In many instances, the very weapons that we fear being introduced into the international supply chain for use within the U.S. require components and/or technology that originated in the U.S. One current example cited the existing demand for a rather innocuous type of integrated circuit. This simple item, however, represents a key component for remotely triggering improvised explosive devices, or IEDs, that are being built and supplied to insurgents in Iraq for deployment against our troops.

Whether a U.S. supplier of such components lacks effective internal controls for exercising the necessary export due diligence or, worse, is willing to look the other way to book a large sale ultimately makes little difference to a foreign enemy. For those of us whose company's products or technologies fall within this area, keeping them out of enemy hands becomes our greatest responsibility. That example had particular relevance for me on a personal level.

I have recently accepted a job as director of international trade compliance for a global manufacturer, which means that I too now own responsibility for seeing that sensitive products and technologies aren't used to further terrorist objectives. My new position is an exciting opportunity that aligns precisely with my experience, approach and methodologies for ensuring sound global trade management. It will demand nothing less than my fullest attention and dedication. Therefore, after more than 4 1/2 years, this will be my last monthly "Security Counsel" column for The Journal of Commerce.

I certainly want to thank Peter Tirschwell and the entire JoC staff for extending to me this tremendous privilege — one that has allowed me to share a tiny role in this publication's long and illustrious history as the country's leading voice on international trade. A special thanks to Barbara Wyker, editorial operations chief, who calmly tolerated my often "just-in-time" submissions. And, finally, a heartfelt thanks to the many readers — from both industry and government — and their wonderful notes of encouragement and support. To all, stay safe, stay secure, and God bless.

William G. "Jerry" Peck is global director for trade compliance at Sanmina-SCI, a Fortune 200 manufacturer with plants in 20 countries on five continents, and the founder of Global Trade Management Solutions. He can be contacted at (469) 675-2623, or at Jerry.Peck@sanmina-sci.com.

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March 6, 2007

Ailish M. Nic Phaidin
Director, Partnering for Compliance
211 Cocoa Street, S.E.
Palm Bay FL 32909-4314

I want to thank you for the coordination and execution of the 2007 "Partnering for Compliance" export seminar. The professionalism and quality of presenters were extraordinary. Partnering for Compliance makes a significant contribution to the security of our nation through its education and "reach-out" to small and medium businesses.

I also want to extend a particular recognition for the participation of the senior Government Officials and Industry Peers that attended the seminar. In an industry so diverse, complex and demanding, it is outstanding to have these individuals deliver extensive, detailed information. The quality social time was equally beneficial in support of understanding the complexities of the "export" environment.

I applaud the speakers in that they responded to diverse questions from the audience in an open and honest manner. Through your actions, and sincere manner in which you manage the seminar, is testimony that you, your staff and all presenters are dedicated to the security of our nation and continued United States competitiveness in the global market. "Partnering for Compliance" sets the standard for open dialog between U.S. industry and our Government export regulator teammates. Without your drive for quality in compliance, the U.S. export community would not be as compliant as it is today, or our nation as safe!

Again, thank you and I look forward to the 2008 conference.

Henry H. Waller III
"Bucky"
Director, Technology Control
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March 6, 2007

Partnerships International, Inc.
211 Cocoa Street, S.E.
Palm Bay, FL. 32909-4314

Dear Ailish:

I just wanted to drop you and all those who volunteered to make this years conference the success that it was a note to thank everyone for all their efforts.

As you are aware I have attended all six conferences and each year I continue to come away with new and valuable information and networking that proves to be of great value in my day to day activities. What sets this conference apart from others that I have attended is the level of expertise and years of experience of each speaker.

This combined with the opportunity to gather information at a single event on the EAR, ITAR, U.S. Customs, Enforcement and this years OFAC participation truly makes your conference the best of the best regulatory values in the country.

As usual I am looking forward to next year's conference with great anticipation.

Thanks for all you do.

Sincerely,

A handwritten signature in black ink, appearing to read "Len Hamel", written over a horizontal line.

Len Hamel
Export Compliance Official

SYPRIS ELECTRONICS LLC
10901 NORTH MCKINLEY DRIVE, TAMPA, FLORIDA 33612-6455 • (813) 972-6000 FAX (813) 972-6704 www.sypris.com

"Partnering for Compliance™ is the best continuing education program for export compliance professionals in the nation. It offers an opportunity for compliance professionals to interact with the working-level government officials who act on their cases in an informal, non-adversarial environment, at a fraction of the inflated cost charged by other conferences featuring political appointees who are far removed from everyday decision-making. The informal seminar atmosphere also means that participants also have an opportunity learn from and share with other attendees who are experienced export compliance professionals."

Michael Deal

Attorney and Counselor at Law, International Trade and Customs Law, Franklin, TN.

Thanks again for an excellent conference.

This was an amazing collection of experts from government and the private sector. This is the type of seminar that one could easily expect to pay \$3,000 to \$4,000 to attend. What an incredible bargain.

One idea that might be helpful - but it is a lot more work would be to set up a 1/2 day of several workshops for no more than 15 people in a workshop. These could be practical, hands on training on how to do something specifically.

Tom

Tom Tyre, Director Business Systems, ThermoFisher Scientific

I am the executive vice president of a defense contractor company. Exports are now only 4% (\$2 million) of our business, however, exports could easily increase to 50% of our business if we can quickly and confidently comply with the export rules. The "Partnering for Compliance™" conference provided exactly what we need to increase the effectiveness of our marketing, proposals and contracting efforts with foreign governments and companies. Department of Commerce's Gene Christiansen's first-hand insight helped me understand the complex concepts which were previously just confusing words in regulation books. Department of State's David Trimble and Terry Davis took the fear out of ITAR compliance rules which has wastefully held us back until now. Exports make the United States stronger, and "Partnering for Compliance™" provided a great service to my company, and I believe also to the Nation.

Thanks,

Duane Brummett

Executive Vice President & General Counsel

Manufacturing Technology Inc., 70 Ready Ave NW, Fort Walton Beach, FL 32578

I found this seminar to be one of the best seminars I have attended on export controls and compliance. The informality and interactive nature of the seminar made for a better learning and fact finding experience than the traditional Government seminar. Another plus is that Sr. level Government officials are doing the presenting and were available for Q&A's both in a formal setting after the presentation as well as informally during breaks. It's obvious they care about industry and how the rules and regulations they enforce affect us. All in all this was an excellent seminar and one that I would highly recommend to all level compliance and logistics professionals.

Marc Smith

Sr. Manager-Materials, Logistics & Compliance, Actel Corporation

I really enjoyed the Partnering for Compliance™ Conference. The speakers that you had there were TERRIFIC. The Customs Officers were really helpful, ICE made you want to get home and make sure your "Ducks were in a row"!!! ITAR and the Dept. of Commerce were extremely helpful! These individuals in one group made this an exceptional Seminar. Well worth the long drive for me. I learned so much! You did an outstanding job in putting the right people in one place! OUTSTANDING!

Thank You again Ailish for all of your hard work that you put forth to make this a very, very successful, first rate, extremely insightful, helpful, knowledgeable "CLASS". I met some new and wonderful people and I referred to your seminar as a class only because of all the knowledge that I learned with everyone you made available for us. I can not thank you enough!!!!

Please let Barbara know that she was terrific too!!!!!! Quite the Comedian I might add. The two of you made this a Joy as well. Very Funny!!!!!! Kindest Regards,

Sherrie Drury
Warehouse Supervisor, Jered LLC , 103 Shipyard Drive, Brunswick, GA 31521

I absolutely love the conference each and every year. It continues to bring a value that cannot be quantified. Thank you and best regards,

Johnnie Moore, District Manager, Central/North Florida, DHL Global Forwarding, Orlando

Dear Ailish,

I wanted to take this opportunity to congratulate you for the tremendous effort put forth to bring together officials from the U. S. Government agencies and members of the Orlando area exporting community during the Partnering for Compliance™ meetings.

As many of us have experienced over the years, getting a straight answer from Customs, the Department of State, or The Bureau of Industry and Security, could be a painful encounter. Having these individuals participate in a meeting such as this not only provided the latest information, which may affect our exporting activities, but also puts a face to a name and demonstrates the governments' willingness to help us understand how the rules and regulations have a direct effect on how we conduct business.

All of your guest speakers provided information that was relevant and up to date, but I was most impressed with the question and answer sessions. Many of the community's exporting people were able to pick the brain of the U.S. Government and not fear for their exporting lives. I hope with next year's meeting such as similar format will be maintained and expanded upon.

Again thank you for all your time and effort to bring this meeting to fruition and please let me know if there is anything I could do to help you in the future. Best Regards,

Bev Demma

Beverly Demma , Deputy Export Control Officer, DRS Tactical Systems, Palm Bay Florida

Thank you again for making the conference happen.

This was my first conference with presentations from almost every government agency dealing with imports/export. Since some agencies have suspended training due to budget restraints, this was one of the few chances I'll have this year to hear from these agencies. As a medium-sized business, I was grateful to hear from these agencies and from the other, more experienced companies.

Brian Pier, Senior Manager, Levi, Ray & Shoup, Springfield, IL.

I want to compliment you and the volunteers that assisted in the preparation and delivery of this year's Partnering for Compliance™ Conference. Having been responsible for developing and implementing executive conferences and workshops in a past professional life I can distinctly appreciate your efforts and the support of the University. This program is like no other that I have attended since it incorporates the much needed balance between presentations, Q/A and discussion time. Because of this format, my colleagues and I were able to obtain extremely valuable information that we were able to act on immediately after returning to the office, inducing a tremendous value added and take home value to Eaton Aerospace. We will continue with our plans to attend this program next year with a larger corporate group.

If there is anything we can do to assist in next year's program please do not hesitate to contact me. Best of luck Ailish and please keep me posted on any international trade programs or future developments. Best regards,

John Armonda Manager, Export/Import Compliance Eaton Aerospace

Thanks again for all you efforts organizing and running this year's Partnering for Compliance™ conference. I found it to be very informative and helpful as Rotair Industries works to improve its export compliance program. Especially liked the openness of the presenters and the ability to talk to professionals who have worked in the arena. Thanks again,
Bruce T. Palmatier, General Manager, Rotair Industries, Bridgeport, CT 06607

"Thank you for a great conference. The informal setting was great and gave the audience an opportunity to ask questions from the floor. You had a broad spectrum of speakers from several USG agencies and their presentations were very informative. It is good to hear from higher level USG speakers. I thoroughly enjoyed the networking with both USG speakers and industry attendees. I hope to attend again next year."

Jean Singer
Manager, Export Administration,
ITT Corporation, 2600 Park Tower Drive, Vienna, VA 22180

I was very impressed with the conference and think that it is an invaluable resource for novice and experienced exporters alike. Again, thanks for a great conference.
Jeremy

Jeremy K. Huffman, Huffman Riley Kao PLLC, Washington, D.C. 20006
I would like to thank you and the other volunteers for putting together such an excellent compliance conference. All of the speakers were very good and the relatively small, informal and interactive atmosphere of the conference made it easy to ask questions. It was a real benefit for me to get to personally meet Gene Christainsen, BIS Licensing and some of the other speakers from Department of State, Census and other organizations. The presentation and notes provided by OFAC were very useful. It was nice to have someone from OFAC present and I realize how difficult this must have been for you to arrange.

Thank you again for all your efforts. I look forward to seeing you in 2008.

Best regards,
Christine Sheedy

Christine Sheedy, Trade Compliance Manager, Vibro-Meter, Inc., NH 03053

You, Barbara, and the rest of the volunteers do an excellent job! Everyone is very efficient and makes sure all questions get answered.

The speakers were very thorough and patient in answering all of the questions presented. It is very important for the speakers to know that the exporting community really needs to hear from them with updates or changes that evolve from their specific departments or area of expertise. The impact for companies to make sure they are in compliance is much greater when presented from the senior level speakers directly.

This was a valuable experience and I hope to see you next year.

Gina Henry, Worldwide Order Management, Keithley Instruments, Inc., Ohio

I would like to take this opportunity to thank you, Barbara Clements, and all the folks involved in the Partnering for Compliance™ 2007 conference. As always, this was an outstanding conference.

I would like to recognize the participation of the high level Government Officials and Industry speakers. It is outstanding to have such extensive, detailed information in such an informal setting especially when dealing with an industry so complex. It was very refreshing to hear speakers with the ability to respond to a diverse audience, adding to the extensive knowledge that was shared. This conference unquestionably reflects the true meaning of "Partnering for Compliance™".

I look forward to seeing you at "Partnering for Compliance™ 2008". Best regards,

Bill Roden, Export Control Manager, Sparton Corp., Florida

Both you and Barbara did a fine job. I was never once tempted to nod off.

Colleen K. Kirtchen

DEO, Export Management, P-8A Program, The Boeing Company

Once again you organized and conducted an excellent conference. I regret that I was unable to attend all three days. This year's conference was especially useful and the speakers from OFAC and DTC were very interesting. They provided information that is critical to the proper working of my business. Again, thank you and best regards.

Dana Bienvenu, Manager Contracts, Intersil Corp.

Again, another terrific seminar with excellent information and networking opportunities. The representation by US Government officials and industry professionals is a great testament to the dedication of the individual speakers to truly partnering for compliance. The seminar is not only a terrific learning experience for those who are new to the industry, but an excellent refresher and update for veterans as well. I can't thank both you and Barbra Clements enough for your time and efforts to pull this annual seminar together, the information and contacts made are invaluable! Sincerely

Dana M. Greco

Nortel, North American Region Export Control Program Prime

Ailish, Many thanks for the great program that was produced, I was well pleased. I provided a survey response sheet before my departing. Please pass my deepest thanks and regards to all those that participated in the putting this Partnering together and for you and Barbara, Many, Many thanks for your un-selfish hours put in to pull this off.

Again thanks for the invitation and look forward to seeing you again next year.

Dan

Daniel L. Pierce Technology Protection, Security Integration, Export Control and International Compliance Specialist (Department Records Administrator / Book Manager), United Space Alliance

The fact that the top level officials for the different Departments of the Government made themselves available was impressive. For a novice just getting started in the compliance arena, being able to hear and speak to individuals like Gene Christensen, David Trimble, and Jerry Greenwell made an impression on the importance of Import/Export Compliance. This to me showed the dedication from each Department involved, not only in the area of compliance and enforcement, but also the willingness to help everyone who attended in becoming the most compliant they can possibly be. I am looking forward to next year's seminar, and strongly recommend this particular conference to everyone involved in Import/Export Compliance.

v/r Darrin Cornett

Production Control, MRO Aerospace, Inc.

My area of focus is primarily biologicals, which seems to be of limited relevance to most of the subject matter presented. That is my only real criticism. Overall, I found that the presentations were clear, insofar as they were both comprehensive and comprehensible. The level of the speakers and the audience showed that the need for this conference is recognized by both industry and agency alike.

I have no idea how many conferences I have participated in, either as a presenter, an organizer, or attendee, over the years, but this was one of the best organized and managed that I have ever seen. Regards,

ED

J. Edward Crosson, Jr.

R/A Specialist Import/Export, ThermoFisher Scientific

Thank you so much for organizing the conference. You covered all of the essentials, plus a bit more that is relevant and useful. The entire conference was beneficial, particularly the extended question and answer sessions with agency officials. As some of these officials can be hard to reach, these sessions were invaluable. I am unaware of any other conference that has that type of extended Q&A. I appreciate that I was able to meet a number of other professionals in this field with whom I may be able to share ideas and strategies in the future. I hope to be able to make it back next year.

Sincerely,

Jahna M. Hartwig

Jahna M. Hartwig

Associate General Counsel, JHU Applied Physics Laboratory

The purpose of this e-mail is to thank you for the marvelous experience in Orlando. I've been to many seminars but nothing like this. You make people feel comfortable. Is there anything I can do to help your cause, please let me know. Thanks Again and Best Personal Regards,

Jairo Leon

Ameritrans World Group Inc.

There were four attendees from Landstar. We perform freight forwarder services, yet it is a relatively small part of our current business. We have applied for a ITAR Registration and are exploring available options. We do not have a great deal of history or lessons learned to share, however, we all walked away with a greater understanding of the processes that would need to be established as we move forward.

The level and quality of speaker sends the message of the importance of export compliance; without this level I am not certain the message would be as well received. We will continue to expand our knowledge and appreciated the work that was put forth in Orlando.

Thanks again!

Joseph J. Beacom, VP, Chief Compliance, Landstar Systems, Jacksonville, FL

Thank you. It was a pleasure to meet you as well.

Generally when I return from a training course or conference I prepare a trip report for my Director and others in the group. As we all must work together, I believe, as you do, that

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sharing knowledge is a wonderful thing and the trip report is a great way to do this. Here is an expert from that report:

This conference is excellent for three reasons. The first is that they have such a wide variety of government officials who attend and provide good information, second, they ensure there is ample time for questions and lastly, there is a lot of time for one on one time with the presenters. I took advantage of speaking at length with four of the presenters (Two from State, one from OFAC and the rep from the UK).

It was especially gratifying to speak with Mr. Huber of OFAC, as we are presently trying to assist a customer of ours with re-exporting US technology into countries that are directly under OFAC's control. He was very helpful and by providing me with his business card, this enables me to have a direct contact at OFAC from which I can get the most current information and assistance that will only enhance my career as well as my ability to ensure that my company complies with all export and re-export regulations.

This goes for Mr. Trimble and Mr. Davis as well. Being able to speak, in person, to these gentlemen provides invaluable guidance and assistance with dealing with the many nuances of the ITAR.

Again, Ailish, it was a pleasure to meet you.

Kristie Stewart

Commercial Services Specialist, Dy 4 Systems Inc., dba Curtiss Wright Controls Inc. Embedded Computing, 333 Palladium Drive, Kanata, ON K2V 1A6

First, I want to thank you for your efforts and the diligence you put in to coordinate this amazing conference. It was surely done with the spirit of excellence. I was much delighted with your poems as well.

The speakers were very informative and educational. The topics are very timely, the contribution of their knowledge to the business world is priceless. I'm sure that we all learned something new to share with our co-workers and to better support our company's current compliance processes and procedures.

Thanks again, and hope to meet you all next year,

Very truly yours,

Leyda Chew

Siemens Power Generation, Customer Service Rep., 4400 Alafaya Trail - Mail Code 210
Orlando FL 32826-2399

I really enjoyed the variety of seminar topics presented and the level of detail discussed. It was my first time to attend and will certainly make efforts to return next year.

From my perspective, although interesting, presentations concerning EU trade were not particularly relevant to my job. Regards,

Mike

Mike W. Smith, International Trade Compliance, Sanmina-SCI Corporation

It was my pleasure to meet you along with the entire team including Barbara that obviously worked so hard to put such a successful conference together. It was my first time attending the conference and it will definitely not be my last. I really came away with my first impression as ...wow! The most valuable part of the program was the uncommon opportunity not only to hear from the government agency officials speak but the opportunity to ask personalized questions and even one on one time afterward. This was a first for me. The Q&A forum was most beneficial. I forgot to leave my Participant Questionnaire but just know that it had all 10's. I was only sorry the conference ended. There were some speakers that I would have wished they had more time like Adrienne Braumiller who gave us valuable insight to her legal representation of her clients in of import/export issues. I know the conference focuses on export but I would have liked it to include more import information as well.
Thanks again for putting together a great conference.

Best regards,

Nubia Bueno,
Import/Export Compliance Manager,
StyleMark, Inc., 2 Sunshine Boulevard, Ormond Beach, FL 32174

Thanks again for all you efforts organizing and running this year's Partnering for Compliance™ conference. I found it to be very informative and helpful as Rotair Industries works to improve its export compliance program. Especially liked the openness of the presenters and the ability to talk to professionals who have worked in the arena.

Thanks again,
Bruce T. Palmatier, General Manager, Rotair Industries

This was my first year and this was very enlightening. The environment of learning was very positive and comfortable which lead to very good conversations and sharing of knowledge. Thank you very much for all effort you and your crew provide since that was the catalyst for its success!

P.S. Loved the Leather embossed books and certificates with blue ribbons!!! ☺
Best Regards,

Ray Wood, Director of International Sales, Protective Products International

My sincere thanks to you and Barbara for one of the finest seminars I have ever attended. You two are valued industry resources!
Thanks so much,

Sandi Cornett
General Manager, MRO Aerospace, Inc.

I found the seminar very informative and it definitely made me aware of where my weaknesses are in regards to the Import / Export rules and regulations. I would gladly come back each year and the seminar does bring you up to date on the latest issues, which is a very important tool to be shared with customers. I thought the guest speakers were very enthusiastic and I enjoyed them greatly.

You also brought a very warm air to the seminar which made me feel very comfortable. You are truly a great assist to the seminar.

Thank you and best regards,

Sarah Reynolds
American River International Ltd.
1229 Old Walt Whitman Rd.
Melville, NY 11747

I want you to know that I was very happy to be able to attend the conference this year. I particularly enjoyed the Q&A session with David Trimble and Terry Davis. I also thought that Hans Huber was a very strong presenter. It was good to hear something about OFAC as OFAC is almost always forgotten in conferences of this type.

Best regards,
Stan Rosenblatt, Stanley Rosenblatt Consulting, Lansdale, PA

I had a great time and must admit it was much better than the last one I attended (maybe the 3rd annual ?). The speakers were better, the hands on presentations are much needed, and the quality of each speaker is better. Now you can quote that however you would like, you have my blessings.

Steve
Steve Neyman, PPG Aerospace, Huntsville, AL

(Note: Following submitted by Grant Hosea & Colleen Kirtchen, The Boeing Company)

Subject: Trip Report – Partnering for Compliance™

Dates: February 26-28, 2007

Location: University of Central Florida, Orlando, Florida

Attendees; Grant Hosea
Colleen Kirtchen

General Commentary

The conference focused on a broad spectrum of export/import regulatory and compliance matters involving commodities and technologies. The target audience is small to medium sized U.S. companies but we found it valuable and pertinent to our large global company as well.

The facilitator was Ailish M. Nic Phaiden, President & CEO, Partnerships International, Inc. (a non-profit agency). The moderator was Barbara Clements, Global Trade Compliance Manager, Thermo Fisher Scientific, Inc. These two ladies kept were energetic, colorful and successful at facilitating this conference.

The cost: \$355.00 per person with audience limited to 200 individuals. Cost was indeed lower than SIA or the BIS/ITAR classes scheduled for Seattle in May. This conference was three full days of an interactive program to enhance/refresh your knowledge base. Best Bang-for-your-Buck I've attended in some time.

Notes

- Conference covered ITAR, EAR, OFAC, Traffic, Import with presentation from our industry leaders
- The team from the US Census Bureau was interesting and offered help to anyone (if they pay their expenses) on the AES system
- Mark Menefee's refresher on Incoterms was worthwhile
- Bernadette Peers is always a delight to listen to. This time she spoke on the whole EU which was quite interesting and enlightening.
 - 27 countries; 27 different export legislations
 - Intangible transfers (emails) and OGELS
 - OGEL is for both EAR and ITAR technical data (this perked my ears. I had not considered EAR tech data previously. Of course, my Export career has focused on ITAR.)
 - If you receive an email with technical data and do not respond to it you do not need the use of an OGEL when you depart the UK
 - If you respond to the technical data – use of OGEL is required
 - This same logic applies to server access
 - Bernadette's presentation was only an hour. There was a lot of information, that I don't think as a whole we have a great amount of understanding.
- John Priecko addressed Empowered Officials, responsibility, etc. Provided several handout pages on EO essentials. He was also promoting his six-week on-line course geared to EOs.
- Day 2 opened with the 1st Annual Award for Excellence presented to Rose Mayhew-Ogden of Boeing. It was nice to see one of our own receive such recognition.
- OFACs presentation on sanctions is certainly interesting in today's world and it would be nice to have a greater in-depth presentation.
- Day 2 was jam packed with good interchange by Dave Trimble and Terry Davis. They answered all questions posed to them and I think had the floor for 5-6 hours. You don't usually pin these guys down for that long.
 - During Dave and Terry's time, Gene Christensen from Commerce was present. The three of them fielded questions together, giving much detail as to where the EAR stops and the ITAR begins.
 - Dave and Terry's presentation stated through out that the State department uses "Carrots and Sticks" to accomplish their goals. We never saw a carrot.
 - They also stated that the State Department used to push the big defense contractors for compliance. The idea was that they would be hard on their subcontractors, a kind of trickle down effect. They now see this is not working. They are seeing an increase in terrorist groups and foreign governments going after the small and median companies that do not have the money to build a strong compliance infrastructure.
 - Another topic that was discussed over and over again was training. They wanted to see a training plan for all, rosters to prove who was there, and they did not like web based training. They felt that people just push through web based training and don't learn what they need too.

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- At the end of day 2 Barbara Clements and Natascha Finnerty conducted a D-Trade step-by-step transaction and stayed late to help anyone having difficulty. Note: this conference was geared for the small to middle sized companies who probably don't have the resources/networks available for lessons learned on D-Trade.
- Day 3 focused on Commerce with Gene Christensen first presenting his address then answering questions. We had him for 5 hours as well.
 - Gene spent a long time going through his thought process for making determinations.
- To finish the event presentations were compacted due to overruns. However, Adrienne Braumiller, Esq. addressed Import Compliance
- TSA and FDA representatives rounded out the event
- The nice thing about this conference was the reaching out to industry from government to develop a system to help business but still control technology.

Conclusions

Colleen: I felt this was a very worthwhile conference and a value. I enjoyed the smaller audience – promoted more questions. The facilitators were obviously well known to all the presenters and willingly provided their time and experience to the audience. This conference was well rounded.

Grant: I also thought this was well worth the cost. The interaction between the different agencies was very good. I have a better understanding of each agency's statement of work. Each speaker set aside time after their presentation so a person would have time for a one-on-one talk. The availability of each speaker was very good.