



“Partnering for Compliance™” West Coast 2014 August 13, 14 & 15, 2014 at the San Jose Airport Garden Hotel

Sample Participant Comments

I cannot even express how significantly helpful the Partnering for Compliance conferences are for me. I know it is fairly common with small to mid-size companies to only employ one, or maybe two individuals who do what I do for the company (export/import/trade compliance). I very often feel like I am alone on an island trying to survive, let alone serving as the “company cop”. Without the training and information I receive at this conference, I would have very little to support what I do and have the ability to convince senior management of what is necessary to keep our company out of trouble with the government. The conferences reinforce why my job exists and the importance of knowing at least the core requirements to stay compliant, all of this is learned at these conferences.

Thank you for offering what has become a critical part of my job every year, attending these conferences in an effort to keep on top of the latest developments in the trade world.

Christine Rutherford
Export Control Officer
Certified Customs Specialist
Philips Lumileds Lighting, LLC
San Jose, CA 95131

I have attended multiple export compliance seminars over the past years. I have learned more at this seminar, and others by Ailish and Partnering for Compliance than all others combined. Partnering for Compliance consistently has the top DoS/DDTC, DoC, DoD/DTSA, OFAC, Census Bureau, DHS/CBP, Commerce, OFAC, private sector speakers. They transfer knowledge in a way that's easy to understand and absorb. HIGHLY RECOMMEND Partnering for Compliance! No other conferences bring out the top names in the industry!!"



Pamela HENRY | Manager, Contracts & Compliance / Empowered Official
Systron Donner Inertial - 2700 Systron Drive - Concord, CA 94518

211 Cocoa Street, SE, Palm Bay, FL 32908, USA
Phone: + 321-952-2978; Fax: +321-953-0234; Email: Ailish@PartneringForCompliance.org
www.PartneringForCompliance.org

Partnerships International, Inc.



The West Coast Partnering for Compliance program was excellent as always. Your detailed attention to obtaining the correct U.S. Government Agencies with the highest level experts in their field to give the training was spot on.

Thank you for providing such an excellent program. It ensures that all of us have the best training that can possibly be given. There are many of us that attended this program hope that you continue to provide continued training on the West Coast.

Loree Stevens

Loree Stevens
Trade Compliance Manager
Finisar Corporation, Sunnyvale, CA. 94089

I really enjoyed my visit to West Coast “Partnering for Compliance” event in August 2014. This is third time attending event over past 3 years and strongly believe it gets better every year. I usually attend three export conferences/training per year and this event is usually one of three I attend.

I enjoyed all the presentations this year. As usual, the speakers are key leaders in their field and bring value added knowledge to the entire group. This year I really enjoyed Yolanda Gantlin and Sarah McKeown (DDTC) presentations. They both did a **great job**. I also always enjoyed Larry Sullivan’s (BIS) presentation. He always keeps things simple, interesting, and very entertaining. He knows his business...

Hopefully, I can attend one of next year’s events.

Ed Graham
Export Control Analyst
Oak Ridge National Laboratory

I would like to let all the speakers know what a wonderful job they all did. Going into the conference I had less than 4 months of compliance experience under my belt. I was relieved that with such little experience I was able to easily connect and follow along with nearly every aspect of the conference. I took a great deal of information that has already been helpful and put to use.

Thank you!

Carol Knepper
Compliance Specialist
Aero Precision

211 Cocoa Street, SE, Palm Bay, FL 32908, USA
Phone: + 321-952-2978; Fax: +321-953-0234; Email: Ailish@PartneringForCompliance.org
www.PartneringForCompliance.org



This is the second time we have had the opportunity to attend and overall we feel the conference speakers are well informed and the information presented is upmost helpful especially when changes to the regulations or process(s) are discussed. The hosting of the conference (you and your staff) is phenomenal. You keep it lively, entertaining and sincere. The accommodations (breakfast/lunch) are great.

I will speak for myself on the following- It was great that all the government agencies were represented and each had the pertinent subjects covered. I enjoy Joe Cortez's presentation and data elements he brings to the table. I hope he continues to be a regular for these conferences. I can say the same for Yolanda Gantlin for fielding DOS logistics and Julie Salcido for OEE.

Cheryl Crow

Comtech EF Data Corp
Logistics Director/ Trade Compliance Official

"Partnering for Compliance is one of the very few programs where attendees can hear directly from a wide cross section of the government agencies that regulate and enforce imports, export controls and sanctions laws and regulations. Not only is the program educational and interactive, it is a great value too."

--Doug Jacobson
Jacobson Burton PLLC

Thank you Ailish for a great conference. You and your team put together a first rate event.

Christian Peterson
Manager, Imp/Exp Compliance TS
AVNET

"Partnering for Compliance was an excellent conference that was informative, helpful, and effective. Personal interaction with our regulators was invaluable. It increased my understanding of our obligations and made me feel more comfortable reaching out to regulators with questions. I would highly recommend this conference series to others in the industry. Thank you!"

Cleo Palmer-Poroner
Compliance Analyst
Planet Labs

Partnerships International, Inc.



Your conference is the most informative of all that I've attended! Your guest speakers keep things simple and easy to understand (especially for those first timers to ITAR and Commerce regulations). I learn something new each and every time!! Thank you!



Toni PEACOCK | Export Compliance/Contracts
Custom Sensors & Technologies (CST) - 2700 Systron Drive - Concord, CA 94518 - USA

I am so very glad I attended. Invaluable contacts made and relevant information shared in an informal forum conducive to Q&A. Without a doubt the conference in August was one of the most well-rounded representations of key agencies and top law firms in international trade.

Dolores Hunt, LCB, CES
Regulatory Compliance
FedEx Trade Networks Transport & Brokerage, Inc.
Brisbane, CA 94005

It was our pleasure. The conference was a great experience. Having the ability to hear directly from the regulators, ask them questions, and speak to some of the more complicated areas of the regs was a huge benefit.

On top of all that, the general theme of speaking to the ECR and how it affects current and future practices was very informative.

Thanks again and see you next year!

Corey Bonasorte
Director, Trade Compliance
Access USA Shipping, LLC (dba MyUS.com)
Sarasota, Florida 34238

211 Cocoa Street, SE, Palm Bay, FL 32908, USA
Phone: + 321-952-2978; Fax: +321-953-0234; Email: Ailish@PartneringForCompliance.org
www.PartneringForCompliance.org



Thank you very much again for providing me with the opportunity to participate at this valuable conference.

I learned a lot in regards to practical problems associated with licensing and I appreciate the great variety of key players which were present at the conference.

Besides that, the conference provided a fascinating look into the day to day problems associated with the job of an export compliance officer.

Lastly I had several very interesting discussions with other participants, and the conference certainly reinforced my decision to seek a career in this field.

Thank you very much again and best regards, Simon

Simon Tauer
Graduate Research Assistant
Export Control and Nonproliferation
James Martin Center for Nonproliferation Studies (CNS) M.A. in Nonproliferation and
Terrorism Studies (NPTS) Candidate, 2014 Monterey Institute of International Studies A
Graduate School of Middlebury College

My company is involved with intelligent property, licensing and agreements rather than component production and shipping. The wealth of information presented at the recent Partnering for Compliance Conference was immeasurable. I was impressed by the answers that each presenter provided to clarify procedural steps for specific scenarios...and there ARE many!

I am also impressed by the tangibility and willingness of each presenter to assist each of us who attended, providing email addresses and phone numbers. I left feeling that I know now who I might contact when in doubt. I appreciated that each took the time out of their busy schedules to help us with this rapidly changing environment.

With Gratitude,
Susan

Susan DeKom, ECoP
Compliance and Security Specialist
Universities Space Research Association
Mountain View, CA 94043



As someone who has been working with import/export licensing for about a year, the course's professional program was illuminating for me. The fact that the expert presenters were current government officials from Commerce, State and Defense was extremely helpful because they spoke to the right understanding level and content with the practical guidance of what I need to do to perform my role for my company. Having the experienced mentors available to expound on the material showed me that there is depth in the details of international law and licensing. I know that I have a great deal left to learn, but the Partnering for Compliance conference's diligent but comfortable atmosphere better equipped me to prepare import and export licenses, and instilled a deeper understanding of the licensing community overall.

Donald M. Palandech
Aerospace Industry

The presentations were, as usual, very interesting.

Trudy Sachs
TiNi Aerospace, Inc.
Export Administration

Partnering for Compliance is the perfect opportunity to learn US Export / Import requirements directly from the experts who work with the US Regulations every day. Having senior-level regulatory officials present this information on the ever changing export and import laws is critical to having a more comprehensive understanding of the regulatory requirements and succeeding in protecting our countries technological advantage. Thank you for the opportunity to increase my subject matter knowledge base with this educational platform.

Today's DDTC presentation of ITAR by Ms. Yolanda Gantlin was very informative. Her knowledge and understanding of the regulatory requirements is obvious and her method of communicating this information was spectacular. Great job Yolanda!

One of the highlights of attending the West Coast Partnering for Compliance every year is the opportunity to listen to Larry Sullivan speak on EAR. He is one of the most dynamic and enjoyable speakers of tedious subject matter that I have ever heard. Thank you Larry! See you next year,

**Rockland Branum
V.P. Compliance
Thermal Structures, Inc.
Corona, CA. 92880**