



“Partnering for Compliance™” East 2018
March 6th – 8th Holiday Inn Orlando International Airport Hotel,
Orlando, FL

Sample Participant Comments / Survey Questionnaire Results & Responses

This was a Fantastic well informed Conference. Sharon Cook from Commerce provided really good info and made it very interesting, so that you were not bored. Daniel Cook also shared an enormous amount of info and when Sharon spoke about Commerce, the ITAR made sense. When Barbara spoke she mentioned several times that you need to know your customer, who you are working with and to always be cautious. She made her info very informative, a joy to listen. The women from BIS, WOW!!! Really interesting. Hope they come back again. Adrienne and Bruce, what a dynamic Team they make, they helped make even more sense of all the info from all the speakers. Hope they come back as well.

In fact I hope all the really good speakers come back again.

Annette AJ Sison

Material Production – Supervisor
Export Control Officer (ECO)

BAE Systems SDSR

It was my pleasure to once again attend the conference that I have repeatedly turned to over the last seventeen years (dating myself as probably one of the first attendees) for updating and connecting with the compliance community. As someone who has worked in compliance for over 30 years I rely on only those with the expertise and insight into the legislative and legal developments to keep me abreast of all things compliance. In addition to providing the most complete and timely information I have found you and your staff as the most professional and helpful I have encountered. During my 34 years I have attended nearly every conference and seminar there is and have repeatedly returned to Partnering as well as sending numerous employees and trainees as well.

John W. Boelke, Esq.
Vice President of Contracts
Comtech Systems Inc.

It was my first year attending the conference and thought it was great learning experience for me. Susan from HEICO has provided great knowledge and training but hearing it



direct and the different aspect from the government was beneficial. Also, thank you for everything and adding some fun to the conference!

Tim O'Brien

Supply Chain Manager



This was my first time attending the seminar.

I can say for being my first time that everyone was very professional and available for any questions we may had. The conference itself was well organized and on time. You and your team did an excellent job. All the slides and content were helpful and provide an excellent overview of the compliance we all need to have in the business we are in.

Thank you for having me and look forward to many more.

Ana Retti
Export Control & Customs
Regulatory Compliance Specialist



As you know, I have just returned from attending the recent session in Orlando from Mar 6th thru the 8th 2018.

So far, I have attended quite a few sessions organized by "Partnerships International" and find them very appealing and enlightening.

Once again, your organization has outdone itself. To no surprise, this session was as informative and inclusive as were the previous ones. Attending these sessions are never boring or tedious and are very informative and professional, yet light and pleasant.

Your organization is a true gem for the export community, and personally consider you invaluable.

I am already looking forward to my next session with Partnerships International.



Bishara “Barry” Mansur
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It was a great event with wonderful speakers.

-Charles G. Wiles
Empowered Official
Compliance Manager
Project Manager
Black Forest Engineering

I was very pleased to attend these conferences and each time I come I learn something new.
All the speakers were very interesting and it was good to have new ones.

I also want to congratulate you for the very nice organization and because you are a remarkable facilitator.

With my best regards
Anne Minez
3D-PLUS, France

Overall comments would come in VERY favorable in my opinion, it is great to see High level officials from the other side of the fence take the time to help us help them keep our country and commerce safe. Seeing the dedication and the flow down and in most cases the cooperation of the agencies working together is a great thing to witness.

Picking out one or a few items that really met or exceeded my expectations would be difficult but I will give you one example as I just now had the opportunity to work through this.

“Specially Designed” Part 772 page 40 – Page 48 (8 pages to define this term)



The slides that Sharron Cook used and her explanation thereof really had a huge impact of my understanding of this term. The way it was described as Paragraph A being the “catch” paragraphs was a great visualization. Continuing with A(1) being an absolute, no release available it simply will be “Specially designed” without exemption if your product falls in this paragraph. If falling into A(2) then you move on the Paragraphs under B where there may be a “release” that would exempt it from being defined as “specially Designed”. Then she continued through Paragraphs B(1) through B(6) explaining that (4)-(6) require additional documentation.

Knowing you know this well this explanation was more for me and how well the topic was covered so I feel comfortable with the decision tree of this definition.

Regards,
Craig Boettcher
Export Compliance Officer
ISO Group Inc.

I have to say I always learn something new every time I attend the conference. To get everyone together and hear the real situations that occur is a great experience. When the government is answering questions it actually clears up some of the confusion, as everything is not so black & white.

I loved that you had brought over the some reps from the UK & Canada to speak and give us updates on their front. The different perspective from the government is also a help depending on the situation. I look forward to next year’s conference.

Cristina Nichols
Export & Contracts Administrator



I wanted to express my gratitude in inviting me and allowing me to attend the 17th annual Partnering for Compliance conference. I had a great time and learned more than I would have ever imagined learning in just four days. You surely outdid yourself with such a perfectly thought out agenda.

Giselle A. Gallardo

Florida International University, Class of 2020



Hearing representatives from the Agencies explain the intent, interpretation, history, and application of export control regulations was invaluable. The message was consistent – with a focus on having a comprehensive program, with purposeful process implementation. A lot of good ideas and suggestions for how to implement and foster a comprehensive program were presented. Great use of my time. Plan on attending again.

Jim Lichtenthal
Export Control Administrator
Kennedy Space Center

Thank you, and for the government agencies -
When dealing with compliance I know some are afraid of the government as the people who will 'get you in trouble'. The speakers at this conference all encouraged us that it's important for us to feel comfortable going to government agencies for advice and that their goal is not to issue fines and penalties, but to make sure we are educated in doing the right thing and ensure we are protected as individuals and as a nation. It was great for them to stress that we should be asking questions and honestly disclosing when a mistake is made with the purpose of showing we all strive to do the right thing, and to ensure we don't continue to have issues with our future shipments. They all gave out their contact information and specifically stated 'call us, we are here to help!'

Kind regards,

Jessica Spiess, LCB
District Trade & Customs Compliance Manager



Expeditors, Central and North Florida District

"Partnering for Compliance is the most comprehensive trade compliance conference available. It features speakers from all of the relevant government agencies including BIS, Census, DDTTC, OFAC, and even Homeland Security Investigations, NIST, and Customs and Border Protection. Perhaps most importantly, it affords exporters the opportunity to have all of their questions answered either in Q&A forums or one-on-one with the USG presenters.

It is also, by far, the friendliest of compliance conferences which makes the new-to-export, small-to-medium exporter, and Florida visitor feel most welcomed. Great job to Ailish and her remarkable team at Partnerships International!"



Jim Anzalone
President,
Compliance Assurance LLC

This year's conference was another huge success. I thoroughly enjoyed Sharron Cook's easy way of speaking with us – sort of like we were in her office and she was giving us a few pointers – not the lecture type of presentation that so often happens. But then again, none of the speakers you had were that type, which is why it was a huge success!

Specifically I always enjoy Adrienne and Bruce. Their banter back and forth keeps the audience focused as we don't get used to only one voice and tend to daydream or doze off – their easy way of sliding into and out of their specific areas of expertise and the change in voice, seems to work well.

Thanks again for your part in putting this together. As always you and your board have done a great job.

Kristie Stewart

Manager, Trade Compliance
General Dynamics Mission Systems - Canada

The conference was very informative and had great content. I especially liked having the speakers from the actual agencies as they are the ones that know the subjects best and they did not talk over our heads. I also liked getting the contact information for each department representative. Trade Compliance can be very intimidating and getting to meet and here from the people who are on the “official” end of the transactions makes it less stressful.

Lori Lilly
BEI Precision Systems and Space Co, Inc.
Contracts Representative

It was a great experience.

Luis F. Mota
Purchasing Manager
lmota@heico.com



Future Aviation Inc.



I was so happy with the overall experience at the conference. I was particularly impressed with Dan and Sharon Cook's presentations. Their combined knowledge is very impressive. Barbara Clements was equally amazing and knowledgeable and I hope to know half as much as her by the time I retire.

Thank you for the opportunity to attend.

Mary Preston, L.C.B. | Howmet Logistics Services
Trade Compliance Analyst
Arconic.com

This was one of the best conferences I have ever been to because aside from having so many expert speakers; there was ample opportunity to ask questions. I also really felt like the speakers went out of their way to ensure that everyone (from novice to expert) was able to follow the discussions.

I think the one thing that really set this seminar apart from any other was the voluntary classes offered in the evening that covered DOS and DOC basics (and not so basic). I have been really struggling with application of the STA exemption (DOC), as well as classifying specially designed components (DOS).

The evening sessions gave me ample time to work through both issues, with the experts at these departments guiding me! Barbara also took time to ensure that not only was I understanding the guidance, but that I was able to apply it to real world scenarios.

I highly recommend this conference to all Trade Compliance professionals, just as long as you always save room for me!

Yours truly,

Michelle Evans
THE SAFARILAND GROUP | Senior Export Compliance Specialist

There is no better place to get up-to-date information about export and import than directly from the sources that govern those policies; that is exactly what you receive when attending the Partnering for Compliance conferences. Having the ability to collaborate with peers on their experiences, and clarifying a position on a policy directly with an agency has been an outstanding experience.

Mike Gibson
VP Technology, ISO Group



“This is and always has been the best conference for export compliance professionals. I learn so much each year. The government speakers were available for one on one talks which is extremely beneficial”.

Randi Keenan

THE SAFARILAND GROUP | Senior Manager, Export/Import Compliance

The entire program was, in my opinion, very intense and in depth in regards to the contents of the speakers’ presentations. The selected senior type people from different government offices as well as others involved in “compliance” actions, were exceptionally professional and knowledgeable in their own fields. The use of the Power Point slides enabled the attendees to follow the process within the different departments. My compliments to the “team” the was assembled to speak at the Conference.

The 3 days were absolutely packed with an amazing amount of current updated information. Each presenter was able to appropriately respond to the questions posed by the attendees. The binder book preparation that each attendee was given which contained the agenda, bios, and a duplication of the power point slides were extremely effective in being able to follow along with the speakers.

Rick Weltmann

Business Development

www.ContinentalAircraft.com

I really enjoyed the conference, in particular the wide variety of topics and speakers.

Will Boone

Import/Export Controller

Héroux-Devtek UK

If I were to share my thoughts about “Partnering for Compliance”, I would say it was a humbling experience to witness the amazing efforts and collaborations throughout the program by all officials and Partnerships International’s personnel. Having direct access to leading experts from the various government agencies is an invaluable benefit that Partnerships International provides through this program, encouraging relevant connections and networking, providing

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detailed and expert advice, increasing confidence for business growth, and most of all, the positive influence that we all get to keep.

Sam Lugo
Quality Representative
True Velocity Inc.

I wanted to make sure that I fully got the chance to thank you for this opportunity. Thanks to this conference I am seriously considering this field as a career, and that is all thanks to the work you and your team put into facilitating this conference. I made some incredible connections which I am sure hold the promise of possible internships and employment perhaps someday, a couple of which I have already been in contact with. Thank you for all of your hard work and for this opportunity, it was truly a pleasure and an honor to be able to attend this conference and I hope to be in contact with you once again soon, please don't hesitate to ask if you need help with any conferences or if there's anything I can do to further what you do because it is quite simply incredible.

Sincerely,
Sophie Granville
(Scholarship Student)

Kratos Trade Compliance Department attended the 2018 Partnering for Compliance Conference (Export/Import and Import Bootcamp) and thoroughly enjoyed the event. Great speakers and a variety of subject matter that provided valuable information for those that attended. Found the DDTC and BIS/Commerce speakers particularly helpful during their sessions and also via side bars to assist with specific areas related to defense service via DSP-5 license and retransfer/re-exports of defense and commerce articles currently abroad.

Wanda Waldon
Trade Compliance Manager
Kratos Unmanned Aerial Systems, Inc.
A Kratos Company

It was a pleasure to meet with you, again, and I had a very enjoyable time learning from the stellar group of presenters you had gathered for us.

I especially would like to thank Barbara for her dedication and time shared with us in the Workshops after hours.



I learned a number of things, and was grateful for the opportunity, as always.

Best Regards,

Zeke Isaacson

**SHIPPING MANAGER /
EXPORT COMPLIANCE OFFICER
MRO AEROSPACE, INC.**

Thank you for hosting such an informative conference. It is very rare to see so many professionals from various industries across America being able to 'partner' with experts from the U.S. Government. Going into this conference I had no idea what to expect as, oftentimes, conferences tend to be boring. I left with a wealth of knowledge and, while there, I learned very quickly that participants were able to interact, both in a group setting and on a one-on-one basis, with the speakers.

Most speakers were dynamic and allowed for interaction from the audience. Further, they were up on their feet and energizing the crowd! Again, this is so very rare when dealing with businesses, government and a heavily regulated field. You, the speakers and the participants somehow took a complex topic and made it into an enjoyable learning environment for all over a three-day period.

Further, the optional fourth day proved to be exciting as well as both speakers were knowledgeable, approachable and focused on interacting with the participants.

I thank you for your hard work. I will do my best to spread the word about this conference among colleagues and vendors who need to know more.

Joe Givens

Mult Func Matl & Distr Supv, PP & C
Lockheed Martin Missiles & Fire Control
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Another year, another great compliance seminar. The past speakers that were not able to make it was missed. But the new speakers this year did a spectacular job. As a whole, the seminar was extremely informative and clarified any doubts. For me, it is big plus to have such a powerful event close to home.

Looking forward to next year.

Best regards,



Darrell Gajadhar, LCB
Chief Operating Officer
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The information provided was very timely and informative. Having been responsible for the import/export responsibilities for my company for over 20 years, as well as training a person as my back-up, I was very pleased to find all of the Agencies involved were represented. My trainee appreciated the speakers making the subject matter simple and not complicated. All of the speakers presented the information so that even an apprentice had little trouble grasping the complexities of the import/export regulations. I was particularly pleased to see the representative from NIST, as NIST 800-171 regarding Cyber Security has become an urgent matter for the DoD Agencies and Primes.

I would also like to thank you and your organization for providing an inviting conference where the primary goal is the open exchange of information and understanding between Industry and the Government Agencies.

I look forward to attending your conferences in the future.

Kind regards,

Lisa Bull, Contracts Manager
Advanced Thermal Batteries Inc.
Westminster, MD 21157-3058

