



**“Partnering for Compliance™” 2019**  
**March 5<sup>th</sup>, 6<sup>th</sup> & 7<sup>th</sup>, 2019**  
**Holiday Inn Orlando International Airport Hotel, Orlando, FL**

**Sample Participant Comments**

The conference was a pleasure to attend, having all the very knowledgeable government and expert speakers in the same place at this price point is a deal that couldn't be passed up. The information was invaluable to anyone in the compliance field.

I can't wait to attend next year.

Best Regards,  
John McKinney  
Supervisor-Logistics Department  
HEICO Trade Compliance Administrator  
Aero Design Inc./ Battery Shop LLC. | Mount Juliet, TN 37122 | USA

I am so happy to have been able to attend the conference. I have actually been trying to attend one for the past few years, but timing just never lined up.

The speakers were all very knowledgeable and professional. Their experience shared through the presentations is an invaluable resource. They all were very approachable and willing to help with any questions from attendees. The Q&A panel is a great idea, and one I haven't come across yet in other conferences. I think it opened discussions of certain topics that may not have come up during an actual presentation.

Thanks for putting on a great conference! I've shared the info with my colleague, and one of us will surely attend upcoming conferences.

Katie Rota  
Certified U.S. Export Compliance Officer® (CUSECO)  
Westar International Forwarders  
Carnegie, PA 15106

You host a wonderful event and I truly appreciate your efforts to make this a successful event. I do believe you achieved that!

Kelly Raia (Cook)  
Blue Tiger International



I have been in this industry for several decades and have attending a multitude of international trade related conferences.

Partnering for Compliance is, by far, the best one out there.

The level of intimacy that I am afforded with government representatives every year is invaluable.

I highly recommend this conference for all export compliance professionals, regardless of your level of experience.

Hats off to all who make this conference possible.

**Randi Keenan**

**THE SAFARILAND GROUP**

First of all I'd like to talk a little about you, about what I thought after seeing the performance of your seminar. I was impressed with how you presented the seminar, how you introduced the instructors, and how you interacted with the audience and with the speakers. You gave a presentation class to all of us, congratulations! Thank you!

About the speakers and the content:

I don't have the words to describe the amount of knowledge I received from them, regarding the regulations, the correct classification of the goods, fees, penalties, EAR legislation, implications, and others. I'm very impressed how these Governmental instructors have not only the technical capabilities, but I'm impressed how all of them have the robust capability to teach! In Brazil there is no specific courses and seminars such as yours and soon I hope to be one of the pioneers to teach the people of the companies installed in Brazil about Compliance Export Controls. In addition to spreading knowledge at Siemens Brasil, I intend to teach for other people and companies.

This seminar helped me to see all needs that I have to do for enhance the process in the Siemens Brazil.

Andre Luiz Consone De Lima Cruz  
Siemens Ltda.  
LC CO AM RC-BR EX  
05110-902 São Paulo-SP, Brasilien

It was a pleasure and honor to attend this training. The training was perfectly presented in manner that both a novice and experienced logistics professional could understand. Participation encouraged, easy to follow along and great take backs for the office. Thank you again for putting this together and I look forward to your next training.

**Otoniel Ortiz**

International Operations Coordinator

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[www.PartneringForCompliance.org](http://www.PartneringForCompliance.org)**



Thank you again for hosting this great event.

Sharron Cook explained in no uncertain terms exactly what is “subject to the EAR” and that confirmed our 99.99% understanding that EVERYTHING in the US is in fact subject to the EAR. Now different controls apply to different types of items, where they are going and why, but it is good to have direct confirmation that our understanding was correct. Obviously you know her entire presentation is fantastic and she has a great teaching method but that stuck out to me, and being so minor may not have been mentioned elsewhere.

**Craig Boettcher**

Export Compliance Officer  
ISO Group Inc

As always, it was a great conference. I especially enjoyed Sharon Cook’s presentation. She covered one of the more difficult topics because of the sheer volume of the CCL, but did it in a lively, engaging way. Sharon kept everyone’s attention, and you didn’t want to leave in case you missed something!

Another session that I found very helpful was the one by Lauren and Tina. They provided some good insight into the root causes of some of the cases they worked on which will be extremely helpful in our training program here.

Lastly, the organization of the Conference was also well done. From the first meeting, picking up out name tags, receipts and binders, to the good meals and the Q&A sessions. All well done and you and your team should be proud. All in all, it was a Job Well Done!

Looking forward to next year!

***Kristie Stewart***

Manager, Trade Compliance  
General Dynamics Mission Systems–Canada

Thank you for passing along the presentations. The conference was a great exposure to a vast number of topics on the Imports side of international trade compliance. Speakers Adrienne and Bruce were dynamic, engaging, and very knowledgeable speakers. The atmosphere was comfortable and enjoyable with a less rigid structure that allowed for greater conversation between speakers and attendees.

Thank you for your efforts in making this a beneficial and educational conference!

**Tyler Simpson**

Trade Control Specialist  
Global Trade Controls, Corporate–Office of Internal Governance  
The Boeing Company–Mesa AZ

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I thought the conference was well put together and I think every Import related topic was very well covered for the time they were allotted.

Adrienne and Bruce are great speakers. They present the information in a way that kept you interested and intrigued. It was really beneficial that they were able to cover so much information about each topic in a relatively short amount of time. I came away with a lot of useful information and helpful tips.

**Kathy Ebbeling | International Trade Compliance Sr. Import Specialist**  
PerkinElmer | For the Better  
Hopkinton, MA 01748

“Congratulations on yet another successful conference. The combination of education, one-on-one exchange with Government officials and networking is always such a valuable experience. The content of the conference is always created equally interesting for experts and beginners, which ensures a great learning and knowledge building. I’m always so impressed that high-ranking Government officials are willing to provide their time and know-how during this conference, which shows how highly respected the organizer Mrs. Ailish NicPhaidin with Partnerships International Inc. is.”

Sabine Hoppe  
Siemens Corporation

Thanks for facilitating such a wonderful training session.

Here are my comments (most all positive):

- The experience of speakers and quality of the content was usually very outstanding. (especially Ken Oukrop (DTSA), Ms. Cook (BIS), Mr. Cook (DDTC), Bruce Leeds (Braumiller) and Ms. Braumiller (Braumiller). I really enjoyed the DTSA presentation. Awesome that Bruce Leeds was able to fill in for the OFAC presentation with such ease and knowledge.
- For me, the DTSA session was the most insightful...as it is not often you get to hear from DTSA. Very much appreciated.
- Time allowed for questions was good.
- Lunch was typically excellent
- Meeting space was good.

Thanks for your support, time and work to put this together for yet one more year. I know I am among many that sincerely appreciate the opportunity to attend a training with the good depth of subject matter and a nice breadth of subjects covered. Thank you so much. You are awesome!

William (Bill) Tallon  
SAFRAN GROUP



I had another excellent session at the Conference in Orlando!  
The Speakers were most informative, and the evening Sessions with Barbara were very helpful in preparing to ingest the info we would receive the following day!

I am sure we all were thankful the presenters were able to take the time for both group panel and one-on-one questions. There was definitely nothing “irrelevant “ there! 😊

I took home a number of greater understandings of the world of Export Controls and how it affects my operations.

Thanking you once again for putting this together! Until next year, you have my,

*Best Regards,*

*Zeke Isaacson*

**SHIPPING MANAGER /  
EXPORT COMPLIANCE OFFICER  
MRO AEROSPACE, INC.  
LARGO, FL. 33777 USA**

This program is always a great learning experience and the outcome is always positive. I cannot thank you and your Team enough to make this program better each year.

**Fabrice Cospolite**

QA/Export Administrator



Prime Air | Miami Florida 33138 | US

“One of the best, most informative Export Compliances training conferences I have attended. The bold, knowledgeable presenters combined with spot on, real world information sharing and tools, made for an informative event that even the most junior export compliance staffer would enjoy.”

*Raquel Ferrand*

*FSO/ITPSO \* Compliance Manager*

*Semantic AI | San Diego, CA. 92106*



Once again I thank you for the wonderful organization of this annual event.

This seminar is always interesting to me, although some things do not concern me, as I'm not a US citizen and not in place of exporting from the USA, but then I'm aware of what our US subsidiary shall do...

The presenters are of such a good quality. Although a lot of speakers are the same every year, they always update their presentations and bring new item...

There are no such conferences in France, gathering all subjects. In 3 days we have information and update on everything and that's why I come almost every year.

I particularly appreciated the 1<sup>st</sup> speaker, Omari Wooden. His speech was really informative.

I learnt much and liked also Kenneth Oukrop and the licenses reviews.

One of other presentation which also brought a lot, is the one of Sharron Cook, with export administration regulations, classification, info on end users and controls. Although it lasts 4 hours, it is never bothering !

Best regards  
Anne MINEZ  
3d-PLUS, France