



“Partnering for ComplianceTM” 2008
2008 Partnering for Compliance Comments & Analysis
University of Central Florida, Orlando
February 27, 28 & 29, 2008



March 29, 2008

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

Ailish,

I wanted to take a moment to thank you for the excellent “Partnering for Compliance” Conference.

This was my first compliance conference and was only days after I joined Co-exprise. It couldn't have come at a better time for me as I needed to learn as much as I could as quickly as possible. The conference was extremely helpful and the quality and professionalism of the presentations and presenters as well as the conference staff was extraordinary. The breadth of expertise was impressive as experts from both the government and the private sector as all involved exhibited an extraordinary level of professional knowledge.

The question and answer setting was extremely helpful and created a wonderful environment where everyone could feel comfortable asking any question. The presenters and officials did a great job at spending the time in the sessions, as well as after sessions, with all to ensure questions were answered fully and completely. Everyone wanted to be there to educate and/or learn. I believe this is a testament to how you and your team led the conference! Additionally, I especially enjoyed the 101 after conference sessions. Barbara did a great job presenting very detailed information while making it an enjoyable learning experience.

Co-exprise is a technology and service provider who accelerates, enhances and in fact revolutionizes the way organizations strategically drive initiatives. Our approach arms manufacturing companies with a solution that bridges critical supply chain gaps between engineering, sourcing, operations and, of course, compliance.



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The information that was presented at the conference was not only educational but re-enforced the need that exists for solutions such as those that we offer. I cannot thank you enough for your efforts at educating everyone with the current and future needs in effective compliance.

Again, thank you for your team's efforts in coordinating this year's conference and I will be anxiously awaiting your next "Partnering for Compliance" conference in 2009. I would highly recommend this to all levels of compliance professionals as well as purchasing, sourcing, and sales functions.

Respectfully,

John Benzinger
Senior Vice President and Chief Information Officer
Co-exprise, Inc

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Co-exprise, Inc. 6000 Brooktree Road, Suite 200 Wexford, PA 15090
tel: 724.933.1180 fax: 724.933.1150 www.co-exprise.com

It was truly a great pleasure meeting you and I commend you on running an absolutely fantastic conference. I made several notes while I was at the conference that I intended to pass onto you but have since misplaced them. Notwithstanding that fact, the conference made such a wonderful impression on me, that it should not be a problem sharing my thoughts with you in this e-mail.

By way of background, I have been practicing law for just over 17 years. During this time, I have attended dozens and dozens of conferences on a variety of different legal topics. I can say without hesitation, that the Partnering for Compliance conference was far and away the best conference that I have ever attended.

As I mentioned to you at the conference, I have worked as an in-house counsel for my entire career. This means that when I attend conferences, I am looking to learn as much as possible about the subject matter of the conference so that I can bring the knowledge in-house and share it with my colleagues. I always hoped that the cost of the conference would be offset by the savings we would realize in not having to go to outside counsel for advice. Inevitably, the law conferences were about self-promotion for the sponsors of the conference. The speakers would typically give you tidbits of information with the sole



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intention of having you retain them after the conference and pay them to get more information.

The only conferences that I ever attend that are not about solicitation are the BIS conferences. While full of information, the BIS conferences have two major problems. The first problem is that the speakers use a tremendous amount of jargon and acronyms assuming a certain level of understanding on the part of the people attending the conference. To the novice, they would often be lost in the very first minutes of the seminar which undermines the primary purpose of the conference. The second problem is that the other purpose of the BIS conferences often appears to be intimidation. If I think back to the first BIS conference that I ever attended, I remember walking out of there worrying that the wrath of the Lord was going to come down on me unless my client was strictly compliant.

Partnering for Compliance was unlike any conference that I have ever attended. The sensitivity to the comprehension of the participants was exceptional. Barb's words about the four things you must always do are still resonating in my brain. What was also amazing was the way in which the organizers of the conference were able to extract the most out of the speakers. Each and every speaker seemed delighted to be there. They were relaxed and human. They showed a side to themselves that I have never seen before from Government speakers. They also seemed to be legitimately helpful. They were able to provide insight into the whys and hows about trade compliance that I have never seen before.

What was most apparent about the conference was the fact that as a participant, I felt really taken care of by the organizers. The entire team was sensitive to every need of the audience and committed to having every participant take something away from the conference. This was particularly true of you and Barb. While Barb and I have known each other for a little while, I really saw a different side to her at this conference. In fact, I cannot put it any more bluntly than "she blew me away". I am grateful to know her and now you.

I very much liked the flexibility that was shown by having both cards and microphones for questions. If someone was afraid to speak, they could record their question anonymously on the cards. That was brilliant.

I also liked the fact that the forum for the event was at a university. What better place to have a conference than an institution for higher learning! It felt really nice to be back on campus.

I am truly struggling to find things that might improve the conference. The only thing that comes to mind is maybe to have more interactive sessions. It might be beneficial to break



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people into smaller groups for directed discussions led by experts in their fields. People might benefit from having more focused discussions on topics with their peers and expert.

The only other suggestion I can think of is possibly running the conference quarterly in different parts of the country. The conference was very reasonably priced but if you hold them in major metropolitan areas like New York, Boston, Philadelphia, Washington, Chicago, Seattle, Los Angeles and Silicon Valley, you will attract people who can drive to the conference and not incur the air and hotel fees. Some companies are very frugal with expenses and local conferences are often very attractive to people who don't have travel budgets. In fact these are often the same small to medium sized companies who you are trying to appeal to.

I am very sorry for sending such a long e-mail but I really hope that you will be able to extract a few worthwhile things from this dissertation.

Probably the biggest compliment I can pay to you and Barb about this conference is that while I was waiting for my flight back to New York after the conference, I booked a hotel for next year's conference.

Thank you again for everything!

Warmest regards,

Mitchell
Mitchell Weinberg
President and Chief Executive Officer
Mondial Trade Compliance
Services and Solutions Inc., 1581-102 Route 202, Pomona, New York

I just attend for the first time Partnering in Compliance and wanted to let you know how much I gained from it. It was truly educating. I had to leave late last night and was unable to stay for today's session, because of issues at work. I wanted tell you the caliber of speakers you were able to obtain from the government was outstanding.

I had never meet Barbara before and truly enjoyed her wit and commentary through the whole program. Thank you again and all the very best,

Ann



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Ann Ceschin, CNH Compliance Manager, Racine, WI 53402

To follow-up on my comments on the conference, I can only say that it was the best conference I have ever attended (and I have attended many over the years). I believe the informal atmosphere contributed greatly to the conference being so successful. Everyone appeared to be much more comfortable in participating and asking questions which helps to make the information much more hands-on for everyone. I also enjoyed the fact that there was humor throughout. Export/import compliance is such an intense, stressful area to work in - the humor really helped. Everyone who participated did a wonderful job both in presenting and in the quality of material presented. I look forward to next year's conference.

Best regards,

Pat

Patricia Riscili
Contract Specialist
IMA Edwards
Pharmaceutical Systems, Inc.
2175 Military Road, Tonawanda, New York 14150

This year I attended the Partnering for Compliance Conference for the first time. I'd like to commend you, Barbara and all the other folks that gave their time, assisting in the planning and organizing of this conference. I was very pleased with the variety of information covered in three days and also was surprised at the caliber of distinguished guests and speakers that were able to attend and deliver their presentations. I found the information relevant and important and will encourage my peers to attend next year.

It's important for everyone to know how unique a Conference this is. I don't know of another venue like this available that has such a casual and candid atmosphere, where questions are asked in an open forum by people that have the right answers.

On a personal note, thanks for always caring for the comfort of us while we were in Orlando. The hospitality was great and I can see the passion you have for the Organization and the attendees!!! Keep up the great work!!!

Steve Atkinson
Logistics Manager
Baker Hughes, Inc.
Baker Oil Tools Div.

Documents section of website is great and truly "Partnering".

Thanks,
Lou



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Lou Maranzana

Seko Worldwide, Orlando, FL 32809

I just wanted to pass on a great big thank you for another outstanding conference. I do not have any idea of the amount of hours your team puts into this conference each year but I am sure it is very significant and it shows in the quality of the conference and attention to details.

Thank you for all your efforts it is very much appreciated.

Len Hamel
Export & Import Manger
Leslie Controls, Inc

I just wanted to drop you a line and tell you that I thought this conference was one of the best I had been too. I loved the informal setting and the question and answer sessions. Even though the particular question might not be exact to my circumstance, I got the "jest" and felt more confident about how to go back to work and move forward!

Again, I thoroughly enjoyed the conference and look forward to attending next spring!

Thanks for your help!

Robin Matthew

Export - Import Compliance/Security, L-3 Communications Display Systems

1355 Bluegrass Lakes Parkway, Alpharetta, GA 30004

Thank you so much for a very informative seminar. I hope to be able to attend again next year.

Sincerely,

Karen Griffin

I attended the Partnering For Compliance Conference last week and just wanted to say that it was thoroughly informational and enjoyable. All those involved in organizing this event did a great job. I loved the informal atmosphere - it was the first export/import compliance conference of its kind that I have been to during my 20+ years in the industry. I believe that the informal atmosphere contributed to attendees feeling much more comfortable about speaking up or asking questions. It also added an element of "fun" to the subject (which we all know we can use). Because of that, I would have no hesitation in picking up the phone to call you, Barbara or anyone else if I ever needed some assistance or advice. It's nice to know that there is a network of helpful knowledgeable people out there.



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Once again, excellent subject matter, excellent presenters and an excellent atmosphere. I look forward to next year's conference.

Best regards,

Patricia Riscili
Contract Specialist
IMA Edwards
Pharmaceutical Systems, Inc.
Tonawanda, New York 14150

The speaker depth and branch representation was great. No other conference gives you access on a one to one basis with senior officials. The price was awesome for the accessibility I had to Government Officials.

Jim Mutnick
Eaton Aerospace

Thank you so much for such a wonderful Conference, I learned so much and feel I have someone I can go to when I need help. Having the different government agencies come and help us with updated information is very valuable.

I did complete the survey and left it behind.

Thanks again, hope to see you next year!
Best regards,

LIZ BAETGE
Corporate Customs & Logistics Manager
Flow Waterjet Americas | www.flowcorp.com

Thank you, it was a pleasure meeting you also at the Conference. There are two things I would suggest. One is having the day just for the "newbies"; to include the "Basics". The second item, I would like some further information is how to protect "Intellectual Property" which may include trade marks, patents, or business secrets. This would include not just having someone copy your information but also another company "reverse engineering" your information.

Thank you again; I feel the conference was a huge success.

Patty Kimm (DRS)

Over the past 10 years I have attended many Government and Industry organized trade compliance conferences and during the past 4 years I have been



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privileged to be a speaker at a few of them. "Partnering for Compliance" provided the best of all the trade compliance conference attributes that attendees look for : 1) government/regulatory speakers were more forthcoming and approachable than I have experienced before; 2) the conference was organized in such a way that Q & A periods and presentations were productive for both the 'newbie' and the experienced trade compliance professional; and 3) the "mentoring' program' that was promoted, encouraged the sharing of information and networking as I have never seen before. As a trade compliance professional in this regulated trade environment you cannot afford to miss the Partnering for Compliance Conference in 2009.

Patricia Smith, VP Mondial Trade Compliance Services & Solutions, Inc.

I was very impressed by the quality of the speakers you were able to invite to the meeting. Your conference was very different from other trade compliance conferences I participated. The open discussion and the questions & answers sessions provided very valuable information to the compliance professionals. The relations between the government agencies and trade community became closer through the conference - the conference was truly partnering for compliance.

I also filled the conference survey for your information.

Thank you for organizing the successful conference.

With best regards,

Joan Pan
Global Trade Compliance
Distribution & Logistics
SCM - MMD
Merck & Co., Inc

I'm glad me and my colleague attended even though it was a last minute registration. This was very informative.

ROLAND J TABADAY
Inside Sales, Brush Wellman Electrofusion Products

Great job, we'll definitely be back next year too!

Thank you,
Terri



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Terri DeFronzo | Import/Export Compliance Manager
Entegris, Inc. | Billerica, MA 01821 USA |

Thank you it was really very educational and I enjoyed myself tremendously.

John Boelke
ASTC Empowered Office

I want to thank you and your team for the awesome job you did putting the 2008 conference together. I have been to several seminars and I can't say enough about this one. I'm from the Midwest and it can be frustrating spending time and money attending seminars and not gaining much knowledge.

All the speakers were well prepared and I appreciate them taking so much time to answer questions. The interaction between you, Barbara and the speakers kept things from getting boring.

Toni Gillen
Export Compliance

I enjoyed another great seminar.

Regards,

Gil Nunes, ThermoFisher

I've been in the industry for over 25 years and this is one of the better conferences I attend. There is a good mix of experienced, intermediate and new compliance folks coupled with high-level U.S. government speakers and a great agenda. The seminar allows for the exchange of practical advice that often gets missed in the larger, more formal forums. Thanks Ailish, keep up the good work.

Jan
Janet S. Pierce
JPMorgan
Trade Management Consulting

Thanks for a great conference. Not only was the event at a beautiful location (Orlando), especially in February when weather can be a big factor to our experience, but the speakers were also top notch. Having these very experienced people as speakers, as well as some very good



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attendees with excellent knowledge, increased the learning during the networking opportunities. It was a wonderful setting for learning, for networking, and for enjoying the area. Keep up the good work.

Butch GOODRICH

As in the previous 2 years attending "Partnering for Compliance" I was impressed with the lineup of distinguished Speakers from State and Commerce. As a Canadian, I am focused on increasing my knowledge in the international trade arena and have found your Conference one of the best I have attended.

Thanks Ailish for organizing another outstanding Conference!

Best Regards,

Bill
Bill Bellinger
Customs Manager
Fisher Scientific
Part of Thermo Fisher Scientific

"This is a very in-depth conference that covers all aspects of exports, from submitting and being granted both Commerce and State export licenses, to filing correct AES submissions. All US Government regulatory organizations are present as are the enforcement branches of these organizations. This Conference is the only one of its kind that also includes representatives from foreign countries. Having these people attend and present at this conference offers those of us who ship globally to have insight into export regulations in other nations. As Canada works so closely with the United States, it would be very beneficial for a Canadian Government representative to be present at this Conference to bring insight how we Canadians export our goods as well as comply with the re-export regulations of the U.S."

thanks,

Kristie Stewart CURTISS WRIGHT

"The information provided at the conference is exactly the kind of information I need to know about to ensure my company stays in compliance."

Best Regards.

Jarrod R. Guthrie, J.D.
Contracts Counsel



SPX Cooling Technologies, Inc.
Overland Park, KS 66213 USA

Attending the 7th Partnering for Compliance Conference was a first for me and I must congratulate you and all of your team on the exceptional level of organisation, the excellent venue, the professional manner in which the conference was conducted and the quality of the speakers.

I decided to attend simply because of the number of high-level Government officials listed on the agenda. Their presence represented a rare opportunity for a non-US citizen involved in trade controls to gain a first-hand overview of some of the more complex aspects of export compliance and ITAR. It was very beneficial to be sitting on the other side of the fence, so to speak.

The conference was certainly an interactive forum and this is a major plus when compared to some of the more less-lively conferences that I have attended in Europe. Barbara Clements is a wealth of knowledge and certainly added great value to the overall dynamics of the conference.

In closing, the conference demonstrated the level of respect that your organisation commands within the export/import compliance environment.

Congratulations, an excellent learning experience and well worth the journey.

Kind Regards,
Richard

Richard Paterson
Director, Business Support Marketing

Pilatus Aircraft Ltd
P.O. Box 992, 6371 Stans, Switzerland

