



Sample Participant Comments

“Partnering for Compliance™” West Coast 2009 August 12 – 14, 2009 in San Jose

“If you are serious about running a compliant import/export department, or if your job depends on it, you must come to the 2010 Partnering for Compliance Conference! This year, in California, there were more working level Government speakers there than any other conference I have attended. Those who spoke from the trade were not trying to sell me anything, they were there to simply provide clear, insightful guidance to all of us in the compliance business. My hat’s off to Partnering for Compliance!”

Curtis Spencer
President, IMS Worldwide, Inc., Webster TX, 77598

This was an excellence conference and without a doubt the most comprehensive export conference I have attended. I especially appreciated that so many Government agencies spoke, answered questions, and were available for one-on-one discussions. The ability to speak face-to-face with agency personnel was, in my opinion, the most valuable part of this conference. I have recommended to the Vice President of my department that she send other department members to next year's conference. Keep up the outstanding work. Kind regards,

Sharon
Sharon LeBrun
Sr. Contract Administrator
TCI International. Inc.

“This program is successful because of the extraordinary caliber of its speakers. Having government officials speaking on these topics and being available for Q&A truly reflects the Agencies’ desire to educate today’s exporters.”

Marcia Davis
JDSU Legal (Global Trade)

First of all, let me express that I have been to many, many professional conferences over the years, many of which were sponsored by Industrial Security-related organizations and included the involvement of various US Government agencies and departments as presenters. Secondly, I have been in the export arena for approximately 5 years (and I still have MUCH to learn), and have attended several conferences presented by the Society for International Affairs (SIA) and the Bureau of Industry and Security, US Department of Commerce, all of which were conducted on a highly professional level and were



well attended.

The West Coast Partnering for Compliance Conference held in San Jose, California, was a first time experience for me. I was very impressed with the organizational skills that went into planning for every aspect of each day's agenda. Not only did you think to provide your attendees with a high degree of professionalism, but you also held your venue in a location in which the ambiance was conducive to learning and networking without feeling overwhelmed by the number of attendees in which to interface. I liked NOT having hundreds more of folks present. It made for a more hospitable environment in my view.

Your presenters for the most part were top notch, knowledgeable individuals, well prepared in addressing their fields of expertise. It meant a great deal to me to also have the option to mingle and chat with speakers "off-to-the-side" for input on issues and/or topics relevant to my specific workplace. And you know what? I found that when I did do some one-on-one chatting with a few speakers, I knew that they weren't just listening to be polite and to pretend they really cared: they were genuinely interested in having a dialog with me and other like persons as they would occur.

Thanks so very much for having provided your attendees the best bang for the buck so that we can be better prepared to perform our jobs with confidence and with the knowledge that it's being done as it should in accordance with US Government regulations and guidelines. Lots of food for thought was provided so that every attendee, no matter what his or her level of knowledge and experience, could go away having learned something that could be applied to create a better export compliance program where the rubber meets the road: our jobs!

I thank you very much for having the opportunity to provide this feedback to you and your team.
Sincere regards,
Howard

Howard Carver
Export Compliance Specialist
The Aerospace Corporation

I found the conference to be helpful and informative in general. Not only because of the content and presentations but because of the access to the government officials. I rarely get to talk to or listen to an expert in person and I normally try to find my answers between the pages of a very lengthy book of regulations. It was probably more valuable to hear other people's questions answered by the presenters than the presentation itself. This type of conference is very useful to both the novice and experienced compliance professional. I would probably not have attended if you did not have specific speakers listed on the agenda in advance. Keep up the good work.

Regards,

Tony
Tony Chenhansa

Contracts Administrator, TCI (an SPX Company) Fremont, CA 94538 USA



The "Partnering for Compliance" conference in San Jose was one of the most informative and interactive conferences on export control. The agenda was well structured, comprehensive, and presented by truly knowledgeable professionals who expressed a genuine interest in helping the targeted attendees, particularly small companies. In my many years of military, local government, and academic experience and in attending various conferences addressing federal programs, requirements, etc., I have never experienced a more engaging series of presentations with opportunities to directly converse one-on-one with the government presenters. While all of the presentations were exceptional, I would like to highlight a few of those that have made a positive and indelible impression on me:

- a. Larry Sullivan is a master at presenting a complex topic on export regulations and keeping his audience alert, engaged, and informed. A more comprehensive presentation could not have been offered; thankfully, the take-away PowerPoint will serve as a reference guide for those of us who might have difficulty navigating the actual regulations.
- b. Julie L. Salcido was a breath of fresh air. Her direct and honest approach to enforcement should benefit all, but particularly inexperienced small companies who are new to the global marketplace and export regulations. She kept our interest throughout the presentation, was very clear and concise, and was most informative.
- c. Jessica Brinkman's presentation was most enlightening on a topic for which I had little to no knowledge. Little did I realize until learning from her the complex issues of sanctions, embargos, and related matters as they apply differently to countries such as Cuba, Iran, etc. Ignorance of the law (regulations) is not a defensible excuse for violation. Her presentation is a must for many, if not all, small companies.

As a final comment, I would like to compliment Barbara Clements and her staff. She is perhaps the most knowledgeable, yet humble, professional in the business of export-import-license-regulations..... than any individual I have ever encountered. Her comments were always on point, clear, concise, and beneficial. Any small company needing the assistance of a consultant to help them in this arena would be well served by engaging Barbara and her team.

Finally, although I represent an academic institution involved in research rather than being a small company with products for global markets, I do oversee several projects that involve small companies and, therefore, will use the experience and information gained through this conference to encourage those companies with international trade aspirations to become informed. I will refer them to Partnership International, Inc. and the Partnering for Compliance conferences.

Regards,

Barry

Bernard Janov

Director, Sponsore Research Project Management, SDSU Research Foundation, San Diego, CA

I found the Partnering for Compliance to be significantly better than most conferences I've attended because of the large number of expert speakers from within the relevant government agencies, and their detailed, helpful presentations. I am planning to recommend the conference to several compliance officers I know. Very best regards,

Sanjay Bhandari

Baker & McKenzie, San Diego



"I have attended many export conferences over the past ten years and the "Partnering For Compliance" conference is the best bang for the buck."

C. Wayne Ranow

KSC {Kennedy Space Center} Export Administrator/TA-A2

Thank you very much for your efforts and hospitality during the recent conference in San Jose!

I was particularly impressed with the broad range of speakers and topics. Every conceivable facet of import/export compliance was covered.

For the price, I was astounded with the amount of information provided. The smaller group, in contrast to other conferences I have attended, offered a wonderfully open atmosphere in which to ask questions and share information. I look forward to joining you for future events.

Best regards,

Gary Laughlin, Quality Assurance Manager, Stark Aerospace

To Whom It May Concern,

I attended the Partnering for Compliance 2009 West Coast conference on August 12-14. With significant cuts to our travel and training budgets, we had been looking for the biggest "bang for our buck." We found it. This training conference was exceptional, truly impressive. There were top-notch, senior-level, well-spoken representatives from all the major government players, providing professional presentations in an informal setting. The speakers were all very approachable, very receptive to questions. Many stayed long after their presentations to address further questions and even one-on-one consultations. The Partnerships International organization assured a pleasant atmosphere for the speakers and a rewarding experience for all the attendees.

I am confident that representatives from Lawrence Livermore National Laboratory will be in attendance next year. I do hope that you can again provide such excellent representation.

Sincerely,

William R. Fritchie

Export Control Officer

Office of Classification and Export Control, Weapons and Complex Integration

Lawrence Livermore National Laboratory



Thank you for bringing “Partnering for Compliance™” to the West Coast. The conference with its representation from many aspects of our government branches was informative and the coverage was comprehensive. I especially liked the open Q&A forum and ability to network with other “partners” in the industry.

I look forward to next years’ conference.

Teri McConnico
Manager, Global Customer Service
JDS Uniphase

“The Partnering for Compliance 2009 West Coast conference provided me and my small, 120-person company an opportunity to ask government officials specific questions related to our industry and how export compliance works for various situations. This is often difficult to do at larger conferences which gear the presentation and Q&A sessions to more general applications and scenarios. With government officials literally sitting alongside participants, it made the process of getting your questions answered easy and without hassle or intimidation.”

Frank McKown
SR. Contracts Administrator, COM DEV USA, LLC

**Partnerships International, Inc., “Partnering for Compliance” West Coast
August 12-14 2009**

The Partnering for Compliance conference provides attendees an intimate venue to learn and address the broad spectrum of export/import regulatory and compliance matters. This conference was first established eight years ago and specifically targets small businesses, although it is beneficial for any company that seeks the opportunity to learn export/import basics and interface with Government professionals. Government representatives, many in senior positions, from Departments of Commerce, Homeland Security, Treasury, State, and Defense gave presentations and were available for Question and Answer sessions and one-on-one discussions. In addition, there were two senior experienced import/export personnel available to all attendees throughout the conference, Barbara Clements, president of a consulting company and Sam Sevier, current Vice President of the US State Department’s Defense Trade Advisory Group.

Given a choice between an SIA and Partnering for Compliance training conference, I would recommend the latter: the cost is half the price, attendees limited to only 200 (less than one-third who attend SIA) and the speakers are more senior and more accessible.

Thanks again for putting a great conference together.

Jessie
Jessie J. McCarthy
Export Administrator, Customs
Advanced Engineering & Sciences
ITT Corporation, Colorado Springs, CO 80919



The 2009 Partnering for Compliance West Coast Conference is the best international trade conference I have ever experienced. And "experienced" is the word! When you can combine the subject of export/import trade compliance with a good feeling about the learning experience and the interaction of the conference staff, high-level speakers and participants, it is indeed a marvelous experience.

Your conference format gives the participants a well balanced view of international trade compliance with both excellent Government and commercial speakers. You covered essentially all federal regulatory agencies (DDTC, DTSA, BIS, OFAC, US Census Bureau, Customs & Border Protection, etc.) and looked at both export and import of goods. Our company is a very small subsidiary of a large business corporation (so we feel like a small business), and this presentation was of immense help in putting all the pieces of the international trade compliance puzzle together. I have 2 years experience in export/import control compliance, and this conference allowed me to get a better overall sense of my job.

My shipping and AES knowledge was greatly expanded by the presentations of William J. Bostic, Jr. (Chief Foreign Trade Division, US Census Bureau) and Dale C. Kelly (Assistant Division Chief, Data Collections, Foreign Trade Division). Jessica Brinkmann (Sanctions Compliance Officer, Office of Foreign Asset Controls, US Dept of Treasury) gave me a good understanding of OFAC's role and my responsibilities which had not been clearly defined for me before this conference.

Terry L. Davis (Deputy Director, Office of Defense Trade Controls Licensing, Directorate of Defense Trade Controls [DDTC], Department of State) always gives a clear and concise update which we really need in our field. Kenneth Oukrop (Division Chief, Munitions Licensing, Defense Technology Security Administration [DTSA]) gave me a much clearer understanding of the technical role DTSA plays in ITAR export licensing. I was even able to get help on clarification of a proviso on a TAA our company had received recently.

Ailish, Barbara Clements, and staff please continue to be a guiding light in the international trade compliance arena. I know I will be back next year to attend your 2010 Partnering for Compliance Conference. I will also spread the word to others in the field so they too may "experience". Thanks, and a big hug to you for your efforts.

Sharon

Sharon E. Price

Export Import Control Specialist, Contract Specialist

EADS CASA North America, Mobile, AL 36608



I recently attended a Partnering for Compliance export conference. It was my third conference put on by PFC, which was held on the West Coast for the first time. Once again, Ailish NicPhaidin and her team surpassed my expectations. Not only is the smaller forum (under 200) more conducive to learning, it allows greater interaction among the attendees and speakers. There was a healthy balance of government and private industry speakers, including the State Dept, Commerce Dept, OFAC, Customs, Census, SBA, DTSA, as well as consultants, attorneys, and private industry. Topics covered a broad spectrum of export-related issues, including export licensing do's and don'ts, U.S. and foreign trade policy issues, foreign trade financing, anti-boycotting, to the benefits of using Free Trade Zones. In addition, like the conferences held in Orlando, the program was fully supported by a top-notch trade compliance firm, Barbara Clements & Associates. Their staff ensured that all aspects of the program, from the catering to the technical aspects, ran smoothly. Nice job!

June L. Deptulski
Attorney at Law/Consultant
Preston, CT

Thankyou THANKYOU for providing such a powerful export compliance seminar! It makes ALL the difference in the world having industry and Government professionals provide first hand information and experiences. The State and Commerce Department speakers made real what we read everyday in text, and having high level Government staff says the Government is serious about this. And the industry professionals made us feel like we are not alone. I went home with a higher level of confidence to teach my own company proper export practices.

I hope you continue to have this seminar, and most importantly, I hope you continue to bring in such powerful speakers.

Scott X. Seely
Director of Contracts/Empowered Official
Fairchild Imaging
Milpitas, CA 95035



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August 28, 2009

Ailish M. Nic Phaidin
Partnerships International, Inc.
211 Cocoa Street, S.E.
Palm Bay, FL 32909-4314, USA

Dear Ailish:

The Johns Hopkins University ("JHU") continues to enhance its ability to identify and address aspects of its diverse operations that are impacted by our federal government's laws and regulations pertaining to exports. Even at a time when JHU's discretionary funds have been dramatically reduced by the recession, it recently committed funds for the creation of a dedicated Export Controls Officer position, which will oversee the integration and enhancement of export-control functions throughout JHU's operations.

As JHU's first Export Controls Officer, I immediately set out to find resources that would inform and guide the monumental task ahead of me. Upon the recommendation of a colleague at our Applied Physics Laboratory, I attended your first-ever West Coast conference in August of this year. What a great experience! The conference hosted speakers representing the breadth and depth of the export-control universe. Senior-level personnel from Commerce, Treasury, State, and Defense were present, and they represented multiple departments or bureaus within those agencies.

I left the conference with a well-rounded appreciation of the bodies of law, regulation and practices that JHU will need to master and adopt in order to remain compliant and preserve our nation's security and economic integrity. I also left feeling that senior-level federal personnel are committed to working in partnership with folks like me to ensure our compliance.

Congratulations on a job well done to you and your presenters. I hope to see all of you again next year.

Sincerely,

Frank W. Barker
Export Controls Officer
Johns Hopkins University