



**“Partnering for Compliance”™ East Coast 2011**  
**February 23-25, 2011, University of Central Florida, Orlando**

**Sample Participant Comments / Survey Questionnaire Results & Responses**

It was a pleasure indeed to meet you! You are a breath of fresh air! The conference was such an amazing experience, I could scrap all the other conferences I have attended and just attend yours and I would have covered everything I need for the year and more. The connections, openness, and willingness on the part of the speakers and regular attendees to really help and dig in to your problems were outstanding. This is one conference I will strongly recommend to all compliance directed professions. If there is one conference that stands out among the rest as the best conference in the US this is it! This tells the world that Compliance does not have to be boring or dry and dragged out miserable. It can be fun and provide great training at the same time.

**Judith Kelly**

Trade Compliance Administrator  
**Meggitt Training Systems**  
Suwanee, GA 30024

As usual I totally enjoyed the conference this year. It is truly the best conference of this type – mostly due to the availability of the speakers and the conference structure that allows industry to ask questions and communicate directly with the speakers. Truly an awesome conference. This year I particularly enjoyed having Terry Davis provide such a detailed, in-depth presentation...and I also especially enjoyed Gene Christiansen’s presentation.

Laurie W. Argyle

Certified U.S. Export Compliance Officer, ATK Armament Systems Group EICO

I will tell you that I thoroughly enjoyed the conference and found it to be the most informative that I personally have attended. Thank you so much.

See you next year!

*James P Durnin*

*QA & Compliance Manager, DI Colombia INL/A Programs*

Congratulations! You organized and executed an enjoyable first-rate conference.

Regards,

**John D. Falvey**, LaDue Curran Kuehn LLC

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## Partnerships International, Inc.



It was a great opportunity to attend the Partnering for Compliance conference this year. This is one of the best conferences I have ever attended and the setting was perfect. Not only was the environment casual and friendly, but it was perfect for asking questions and networking. I appreciated the effort you and all the others put into bringing Sr. Officials in to give the latest information to an industry that is in dire need of this information. The fact that this conference wasn't one of sales or "call me for my services afterwards" was very refreshing.

The information that was shared was extremely relevant to the current market environment. This information has and will enable us to continue to increase our ability to be compliant and the time to interface and ask specific questions of the experts was great. The additional focus on networking and the after event opportunities with others from the industries was essential to the conference.

Thanks,  
Brent VanWey  
Manager, Import Compliance, Rockwell Collins

Thanks to you and your staff for putting on a very informative and instructive export compliance conference. My colleagues and I enjoyed the presentations and appreciated the level of seniority and expertise represented by the panelists. Additionally, you and your staff were great hosts and we appreciated all your efforts throughout the event.

*Jennifer P. May, J.D.*  
Associate Director of Compliance, University of Missouri  
Chair, Association of University Export Control Officers  
University of Missouri Office of Research

Thank you again for a wonderful conference and look forward to next year.

Marlene Nourbakhsh  
The Johns Hopkins University Applied Physics Laboratory

Excellent material, facility is 1<sup>st</sup> class everything moved smoothly great speakers all in all very valuable few days.  
Roy Russ  
Service-By-Air ATL  
Regional Manager

Thank you again for a wonderful experience.  
John M. Goetzinger  
HSD Contracts and Pricing Manager, Eaton Corporation

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***LGH, Inc.***

**Export Compliance Services**

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Alisha M. Nic Phaidin, MPRII  
President & CEO,  
Partnerships International, Inc.  
211 Cocoa Street, S.E.,  
Palm Bay, FL 32909-4314, USA

RE: Partnering for Compliance Conference

Dear Ailish,

I wanted to take a moment to thank you and the many volunteers who efforts contributed to another very successful Partnership for Compliance conference.

This year's event was one of the most informative conferences ever as a great deal of time was spent reviewing both current and planned changes to the regulations in a manner that I found relatively easy to follow. Each speaker was outstanding and the material covered was well presented.

In my opinion, this conference provides an excellent economical venue for the many small to medium businesses in attendance because it covers the vast majority of the regulatory agencies at a very modest fee and allows for one on one interface with the various regulatory agencies in attendance. I know of no other conference that offers this type of interaction and participation by such senior U.S. Government officials.

As you are aware I am one of the few who have had the opportunity and privilege to attend the conference from the beginning ten years ago. The knowledge and contacts gained each year has enabled me to grow my level of expertise to a level that I never dreamed was possible. It has also enabled me to form my own export consulting company which has proven to be very successful.

In the spirit of true Partnering for Compliance I continue to mentor small businesses who I come in contact with that cannot afford to attend due to lack of time or money or find the information overwhelming. At the end of the day I hope that my modest efforts make a difference to all that I come in touch with in this very important and difficult area of regulatory compliance.

Again thank you for all you do and I look forward to seeing you at next year's event.

Sincerely,

Len Hamel  
President  
LGH, Inc.  
Export Compliance Services

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The “Partnering For Compliance™” conference was the best knowledge based conference that I have attended in years. For the young trade compliance person, this conference was perfect as all aspects of trade compliance were presented in a clear and professional manner that would allow a person to make an immediate and positive impact in any business. Regards,

Jan D. Hoffman  
President , Compliant Connections, LLC

I also wanted to address the use of DDTC, DTSA, DOC, Customs Officers, etc., at the conferences. Having such distinguished speakers as were present was the primary reason I attended the conference. Having dealt with DOS and DOC officials over the years on complex issues, I knew all of them in the context of business operations as well as from their appearances at SIA conferences. The appearance of senior officials and their personal interaction with both new and seasoned compliance officers provides several benefits:

1. It emphasizes the importance the US Gov places on export compliance
2. It personalizes an otherwise nebulous bureaucracy
3. It validates C-level executive decisions to spend resources on compliance
4. It encourages corporations to reach out to the agencies for assistance
5. It demonstrates that senior officials actually appreciate the trials and tribulations of dealing with export trade regulations
6. It contributes to the development of stronger business relationships between senior officials and senior contractors

These benefits are invaluable to newcomers, but also generate signs of encouragement for everyone.

I was pleased with the stated importance of networking, particularly between newcomers and experienced people.

Kenneth Doyle, Esq.  
ARINC  
Export Compliance Attorney, Oklahoma City, OK 73135

The time to network and meet other exporters was great. I also thought that having the government deputy dept heads give the briefings and answer questions was very educational and informative.

*Carley Franklin*  
*UNITeS IT Security*

In a word, AWESOME!

Pamela Cremeens  
ANAB, Rockford, IL

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This was my first time attending the Partnering for Compliance Seminar. Having attended it, I believe the knowledge and networking I received will prove to be fruitful in the days and months ahead.

One of the things that most impressed me about the Conference was the cadre of high-ranking Government officials from various departments who took the time to speak to us. It illustrates that the U.S. Government really does care about Export Controls and helping small businesses better understand Export Compliance. What also impressed me, was the amount of time that the senior-level speakers allocated for answering some of industry's toughest questions, which was a learning experience in itself.

Keith Savoie  
FTS Associates, Inc. Foreign Trade Solutions

Partnering for Compliance humanizes export control. Most of the sessions are delivered by people from the Departments responsible for the regulations: no intermediaries, no separate agendas, just the clearest explanation they can offer of what's required and how to go about doing it — with follow-up questions in the group session or in individual discussion. Sessions delivered by non-government practitioners are also focused on hands-on understanding. Attendees can legitimately feel that they're equipped to address day-to-day exports without being unnecessarily fearful, and that they've met people from government and other companies who can help when things are more complicated.

David Quimby  
Export Control Officer, MIT

I really enjoyed the "Partnering for Compliance" seminar and was impressed with the overall high quality of presenters.

The Q&A forum was particularly useful in understanding the day-to-day issues with implementing Trade Compliance standards.

I liked the balanced coverage between Department of State and Department of Commerce presentations.  
Regards,

Scott  
**Scott ORLOSKY** | Manager, Trade Compliance and Intellectual Property  
Goleta, CA 93117 – USA

It was a wonderful conference. Many regards,

Mark Hendricks  
VP of Technical Development  
Blackpowder Products, Inc.

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All speakers were good, but I learned a lot from Terry Davis, Adrienne Braumiller and Gene Christensen.

Allowing us to provide Terry with topics of interest beforehand was invaluable as he zeroed in on what I needed to know almost immediately. Also, it allowed him to get right to the topics that he knew were of interest to those of us in the audience and didn't waste a lot of time on providing us with statistics, etc.

As for Adrienne, she and Bruce provided information for which I have been searching for months. With one question answered in clear and concise words, I cleared off 8 or 10 e-mails in my in-box!

Gene was also great. It amazes me every year how he can make the boring, dry CCL an interesting session. His wit goes a long way in alleviating the boredom. As well, his knowledge of the CCL and the regs is amazing. Walking through how to classify your goods as well as his explanation of how to use the exemptions was a great refresher for me as I don't often use them and forget some of the nuances easily.

As well, Ailish, I received great help from Rose Mayhew, Barb Clements and a few others on smaller items that were more suited to their one-on-one assistance. This type of assistance and the networking that I do every year at the Conference is also helpful.

*Kristie Stewart*

Export/ITAR Advisor, General Dynamics Canada

First of all let me thank you very much for your hospitality and for a great and extremely insightful experience. I could not say other than very positive things about you, your team and the conference you lead, which I will highly recommend. Warm regards,

Luis Berdejo

Manager, Business Development & Contracts Support

Raytheon Spain - Network Centric Systems

This was an amazing conference – very informative and well represented.

I got a lot of my questions answered and learned from answers to other people's questions. It was also very important for my company that it was affordable. I heard other people making the same comment.

We also felt that people took very good care of us. Thank you again for the wonderful conference and hope to see you next year.

*Viktoriya Esayev*

*Export Control Administrator*

*National Renewable Energy Laboratory*

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The conference was great. This was my first time, however it will certainly not be my last. I doubt I will say something that has not already been said, but the speakers were very very good and seemed not just to be book smart but also experienced and practical in their knowledge.

Glenna White  
Manager, Import/Export Compliance  
Colt Defense

Thank you so much. I really enjoyed the conference and have hopefully made some good contacts to aid me in the mission that is ITAR! Thank you again.

**Emily Blake** Pearson Engineering (UK)

I truly enjoyed this conference and I can't tell you enough how much I thank you for doing this conference every year! So helpful to have so many people from the Dept of Commerce, State, and other entities represented. That made the difference!

I shared with my co-workers today how much I had learned and how much I realized I need to learn and how much I had enjoyed this conference! The speakers were outstanding and I did recognize that on my survey!

So good to have met you!

Giselle  
Giselle M. Creel, Eaton Aerospace

I really enjoyed it! Keep up the good work! Best Regards,  
Mike Gibson  
VP Technology, ISO Group, Inc.

This was an excellent opportunity to meet the players in this field of compliance.  
Best Regards,

**Gustavo "Gus" Chamorro**  
**Logistics Supervisor, C4 Advanced Tactical Systems LLC**

I just wanted to drop you a note and tell you how much I enjoyed the East Coast conference. Your conferences may well replace the SIA conferences I usually send my admins to.

You and Barb are absolute delights and made the conference so much more enjoyable than the stuffy ones I usually attend.

**Kathy Day**  
Director of Compliance  
**Meggitt Training Systems**

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