



“Partnering for Compliance™” West Coast 2013 August 28-30, 2013, DoubleTree by Hilton San Jose, California

Sample Participant Comments / Survey Questionnaire Results & Responses

“The Partnering for Compliance Conference is the single most important international trade compliance program on the West Coast. Many companies involved in international trade are small business concerns and simply cannot afford to send key personnel to expensive conferences in Washington, D.C. This program allows the direct connection between the relevant government agencies and the entities and individual that need those agencies support to obtain compliant business opportunities. It provides an opportunity for the government agencies to highlight their outreach efforts throughout the country and not concentrating on the East Coast. Furthermore, this conference provides a unique opportunity for the government agencies to hear directly from actual stakeholders that are required to carry the burden of export controls in their global business transactions. This conference is a win-win for both presenters and attendees.”

Brett W. Johnson
Snell & Wilmer L.L.P.
One Arizona Center
Phoenix, Arizona 85004

"I have attended several conferences in years past and would highly recommend Partnering For Compliance to any of my co-workers and professional friends. Though I belong to a professional society that also provides bi-annual training, it is twice as expensive and doesn't maintain participation at a reasonable limit. By maintaining reasonable attendee levels, professionals can interact with the speakers and freely discuss the current changes to Import/Export Laws. If I only had one annual opportunity to attend a conference, it would be Partnering For Compliance because this conference literally partners with all of us that want our companies to succeed."

Pamela Cremeens
President
Cremeens Management Group, Inc
Henderson, NV

You now have a Partnerships International, Inc. fan in me! In fact, as long as both yourself and Barbara Clements are hosting ANY event, I will try to be there. This training was the most educational AND enjoyable training I have ever experienced! It is

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quite challenging to take the material we need to understand and make it “entertaining”. There is not a person who walks by my desk and sees all my government regulation sitting there that doesn’t comment on how monotonous and boring my job must be. I don’t think so myself, but you and your team proved this is not the case at the Partnering for Compliance conference!

As mentioned in my survey, probably the most valuable aspect of the conference was the various speakers and their expertise. The dialogue between the speakers and the audience is what I learned most from! This is not to take away from the education I received from the material they presented, but the dialogue with the audience gave me the most “Aha!” moments!

Thank you so much for providing an educational opportunity for me which is so desperately needed by the folks who serve in similar roles to mine at their company. We sometimes feel like we are on an island by ourselves, and as Glenn mentioned in his presentation, we have the most challenging job at our company because we have to basically serve as the “company cop”. When you offer these conferences, it gives us a chance to learn, and to re-affirm the importance of our role and that we have support out there!

Thanks again for the amazing conference!

Christine Rutherford

Christine Rutherford, Certified Customs Specialist
Export Control Officer/VMI Implementation Manager
[Philips Lumileds Lighting Company](#)

It was also a pleasure attending your conference. I found it to be very informative and none of the presenters put me to sleep. That is usually not the case. ☺ Even though some of the speakers spoke of things that didn’t pertain to me or my company business, it was still very interesting to hear. I enjoyed the way you kept things going and adding your wonderful sense of humor made it all the more pleasant.

Thanks again for having this conference. I hope to be able to attend next year.

With Best Regards

Margie Lewis ★

Verizon Services
Import/Export Compliance

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I enjoyed the conference very much. I was impressed with all of the speakers and the information they shared. I appreciated the updates from all of the agencies represented and the availability of the speakers to answer questions during and after their presentations. I also enjoyed meeting some new people in the trade compliance sector and even made a few new friends. Your staff was very friendly and informative and I enjoyed the meals and the location of the conference. I would happily attend again in the future (and if my boss and budget allows it).

Patty Coyle

**ITT/BIW Connector Systems
Trade Compliance Administrator**

I wish to express my gratitude to the very professional & informative seminar. The “one-stop-shop” format incorporating all the government agencies that impact export issues is a very convenient format to gain knowledge of all export issues. I will definitely be able to bring back what I’ve learned at the seminar & apply it to my job & improve our companies export compliance.

All the speakers were extremely knowledgeable & very sincere in their wanting to help industry improve export compliance.

Kind Regards,

John Daly, CPCM
Sr. Mgr., Contracts & Trade Compliance
Luminator Holding L.P.

Just a note to express my pleasure in attending your conference. This is one of the "best" conferences put on for ITAR/BIS Exports. Your guest speakers are always of the highest caliber and I come out always, with new information that I can apply to my job as Trade Compliance Specialist!

Thank you so much!

Ms. Toni Peacock

**Export Compliance Specialist/Empowered Official | Systron Donner Inertial
Concord, CA**

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Your conference was extremely educational. Having high ranking officials speak in the conference in such a personal setting was extremely beneficial.

Thank you

Dina Pacheco
Traffic Analyst
Cubic Defense Applications, Inc.
San Diego, CA

I found the conference very informative. The speakers were all very knowledgeable and committed to assisting industry work through changing regulations.

Derek Faulkner
Director, Contract Management
York Navy Systems
Johnson Controls, Inc.

Thank you for providing a wonderful conference. I walked away with confidence and knowledge that will be shared with my colleagues.

Ariana Redd
Trade Compliance Administrator
Joslyn Sunbank Company, LLC
Paso Robles, CA

I thoroughly enjoyed the conference. It was well planned and not a minute was wasted! I learned a lot and made some wonderful contacts within the Exporting World. Thank you so much for offering this conference at such an amazing price! Look forward to attending the Orlando Partnering for Compliance!

Jamie Toney
Import/Export Specialist
IOMAX USA, Inc

Partnerships International, Inc.



Thank you for an amazing conference. I was very impressed with the caliber of the speakers and the content of their presentations. Being new to the trade compliance world, I found it all very helpful and insightful- truly ALL of it.

In addition to the speakers and the content, I am amazed and appreciate the value that your conference offers. I have been bombarded with trade compliance training conference emails that are sometimes five times the cost of your conference and one day less! Most also don't have all the government agencies as speakers the way Partnering for Compliance does.

Finally, the truly invaluable part of your conference to me was the ability to ask questions and interact with the speakers and other industry attendees. Your microphone rule, however inconvenient it may have seemed, I think made a great difference and showed the true purpose of trying to keep everyone informed and learning from each other. The optional after conference workshops were also beneficial and Barbara's knowledge and willingness to share to make us better was amazing!

This conference was not about making money, or fancy giveaways; it truly focused on the purpose of the conference—partnering for compliance. I learned a great deal and appreciate so much the opportunity to learn straight from the government agencies themselves. I was not expecting to get so much from one conference.

Thank you again.

Sincerely,
-lynn
Lynn Pangelinan
Compliance Manager
ArmorWorks Enterprises
Chandler, AZ

I very much enjoyed the conference. I think it helped establish a good dialog between the government and the various industries who attended, and I learned quite a lot. I hope to return in the future. I've already recommended the upcoming Florida conference to a colleague of mine in Washington DC.

Kim Davis
Of Counsel
Greenberg Traurig, LLC
Austin, TX

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Partnering for Compliance provides one of the best, and only, export/import conferences on the West coast, targeted at small to mid-size businesses, with access to key government officials, lawyers, and consultants. Expect an information-packed, big-bang-for-your-buck three days, with an accessible format. It is an affordable way to train your employees and check the box on your training requirements.

Abigail Walsh, Esq.
True Compliance Group PC



I found the conference extremely informative and the atmosphere very conducive to learning. Each Government speaker presented the seriousness of their subject in layman's terms. This important information was offered in a friendly and comfortable environment. They made clear their desire to teach and assist, they were open to answer any questions, no matter how fundamental or complex. I understood from them that they really want to help and teach Industry how to execute our documentation properly because Trade is so important to our economy. I just have a new perspective on their position and realize they need to use their limited time and resources to protect our national security not penalize Industry for minor errors. So it really benefits all of us for them to provide this training. Each speaker made themselves available for questions in between sessions as well as during lunch and afterwards. I hope they will have the ability to continue this important teaching in more places and for more companies. Their expertise is invaluable to Industry, especially those who desire to learn and make connections with those who can help.

I also very much appreciated the after-hours sessions for novices to ask questions and receive more training. When Abby presented her diagram of the intersecting circles showing how State, Commerce, OFAC fit together everything became much clearer for me. I just couldn't grasp how they fit together with Census, HSI, etc. Also Barbara's session with George on EAR was so helpful. She provided so much useful information on forms and processes as did Abby. While I haven't had time to contact them, they like the Government speakers, made themselves available for future questions and assistance. Who else does that? I haven't ever been to a training where the providers made themselves so accessible during and after their presentations.

I must also thank the Law Firms who did the same, providing good counsel on real problems and solutions for preventative measures and processes.

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Finally, it was very refreshing to see that Partnering for Compliance has had a long relationship with these Government officials, Law Firms and Industry Professionals which made the setting comfortable for the participants to be at ease to learn and pursue the knowledge we need to accomplish our job in compliance with the regulations. I also made connections with other participants that I hope to stay in contact with in the future.

Thank you again for 3 information filled days and extended hours to learn and ask questions from the sources. The investment was minimal in comparison to the value of what I received from these sessions.

Sincerely,
Leona

Leona M. Gonzalez
Sr. Contracts Administrator

Santa Barbara Infrared, Inc./IRCameras LLC
Santa Barbara, CA.

I found the conference very informative as I am new to the trade compliance world.

Thank you very much.

Best regards,

Eric
Eric BOYAJIAN
Director, Software Services
ATAC Corporation
Santa Clara, CA

Many thanks to Partnering for Compliance and to the speakers for providing a very informative 3-day conference. Each speaker provided excellent detailed guidance in their respective fields that affects every exporter / importer. It was outstanding to have State Dept., DDTC, Terry Davis and Glenn Smith, speak for over 4 hours to the west coast audience on policy, licensing, and compliance. I hope all the speakers will return next year.

Wanda Gilmore
Export Compliance Strategies
San Jose, CA

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