



“Partnering for Compliance™” East Coast 2014
March 5, 6 & 7, 2014 – Holiday Inn Orlando International Airport

Sample Participant Comments

I have worked in the field of International Trade Compliance for over a decade and during that time I have attended many seminars and conferences on the topic of compliance with export regulations. I have rarely come across a conference such as this one which provides so much value for such a reasonable cost. The limitation placed on the number of attendees also helps to guarantee that small and medium sized businesses can have direct access to government regulators to ask questions on a one on one basis. At other, larger conferences, there is much more competition for the limited time available to speak with the government representatives. Therefore, I highly recommend this conference to those seeking to connect with government regulators while gaining some very valuable, high quality knowledge at an extremely reasonable price.

Best Regards,

Tracy A. Jursz

President & Managing Director

Comprehensive Compliance Consulting LLC Vernon, CT 06066

I’m so glad I was able to attend "Partnering For Compliance™" East Coast this year! For those of us in small to medium sized businesses, having the ability to converse directly with speakers from the US Department of State, the US Department of Commerce, Census, OFAC, CBP, etc. is an invaluable benefit. Smaller businesses typically are not able to bring their questions and concerns directly to the people working within the various government agencies, and are often dependent solely on consultants and legal counsel’s interpretations of the various regulations.

I do hope you will express to Gene Christiansen, Terry Davis, Omari Wooden, Jonathan Barnes, Russ Morgan, Joe Mitchell, Glenn Smith, Brian Boring, Jaqueline Metzger and the rest of your fine speakers what a pleasure it was to have them share their years of experience with all of us. In this rapidly changing compliance environment we are all working through right now, their insight was critical to our strength as an importing and exporting community.

Thanks again – we look forward to next year’s conference!

Best rgds,

Deborah Dorsett

Director of Trade Compliance

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Our visit was productive and we appreciate the information given in “Partnering For Compliance™” East Coast. As far of our experience we find a few issues very critical:

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1. As government officials, it was captivating to meet the “other side” and see how the DTSA and DDTC function.
2. Also, we would like to mention that Mr. Terry Davis & Mr. Brian Boring’s lectures were highly appreciated by us and we learned quite a lot from their presentations.
3. However, our expectations for future conference will be to observe more information on Commerce licensing policy and maybe by dedicating more time will be productive on your side.
4. Finally, as a third party who hires a freight forwarder – we would like to thank you for all information presented, the conference was highly appreciated on our side. Thank you.

Respectfully,



Eliad Nahum

Government of Israel

Ministry of Defense New York

It was an absolute pleasure meeting you and your daughter as well. Yes, I would love to assist in any way that I can to ensure you have a substantial turnout for the next conference. Partnering for Compliance was the most helpful conference that I have been to, especially as someone new to the field of export compliance. The direct access to high level government representatives was one of the most valuable aspects of the entire experience.

Please let me know if I can be of any further assistance.

Diana Ovespian
Export Compliance/ Contracts Manager
Scalable Network Technologies, Culver City, CA

My perspective is from an international trading company dealing in bulk commodities so our scope is in that sense fairly narrow. Looking at the list of attendees I think your focus was where it should be and for those of us on not deeply involved in ITAR there were still a great many informative & interesting things discussed. One general observation for your consideration is that the schedule was so tight it left little time to check with what was going on in our company offices without missing portions of presentations.

I do want to thank you for a very well-orchestrated, lively and fast moving professional presentation on Compliance.

Chuck Flannery
Dir. Marine Compliance, Oxbow Carbon LLC,
West Palm Beach, FL 33401

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I wanted to tell you how much I enjoyed the conference, and what a wonderful job I think you and your organization are doing. Although this was my first PFC conference, and I hope to make it a regular in the future (if you will have me). I met Robin at a BIS conference in Scottsdale, AZ in February, and she told me that the PFC conference was her favorite. For what it's worth, I wholeheartedly agree. Even though I've heard many of the same presenters speak at other conferences, the format of your conference makes it quite a bit more informative and useful. I really appreciate that you encourage people to ask questions in the middle of the presentations (as opposed to a Q&A period at the end). I found that some of the most useful nuggets of information resulted from responses to those in-the-moment questions.

Good luck with your upcoming conference in August, and I hope to see you next year. Keep up the good work.
Regards,

Jason A. McClurg, Esq.
Berliner, Corcoran & Rowe LLP
1101 17th St., NW, Suite 1100,
Washington DC 20036

Dear Ailish,

It was my pleasure to meet you and to attend the conference.

In my opinion, it has been very useful and I reported to my management the importance of the matter for our business perspectives (as an overseas company) and the high profile of the speakers and their speeches. I received all the presentations, so thank you also for that.

I look forward to meet you soon,

Kind Regards / Cordiali Saluti / Viele Grüße / Cordialement

Paolo Cergna

ALTEC S.p.A.
Logistics Operations
Corso Marche 79
10146 – Torino (TO)



I just want to thank you and the entire volunteers from Partnering for Compliance for once again putting on a first rate Export Controls conference. I have been to many conferences on this subject and none of them deliver like this one does. By limiting the number of attendees, you have created an environment that allows people to get their issues addressed by giving them access to the top experts on export controls and compliance. Not only that, but your personal demeanor lightens the mood enough for people to feel that much more comfortable. I have not found a better opportunity to get this sort of face-to-face access for training.

I would also like to mention that this year's venue worked out very well. The parking and access were excellent and the room was comfortable with minimal distractions from the material. Even the food was top notch. I look forward to being in attendance next year as long as there is space available. Thank you again for doing what you do in the manner that you do it. Well Done!

Nino Frederico
Trade Compliance Analyst
Pall Aeropower Corporation
New Port Richey, FL

First, I'd like to share with you that I truly enjoyed this event. I think it was very well organized and featured great speakers. I offer the following:

- There's great value in having the government agency personnel speak about how they process and handle license applications, as well as getting their feedback on good compliance and best practices. I gained a lot of useful information from these speakers.
- I particularly enjoyed the presentation from Omari Wooden from the US Census Bureau. I thought that his presentation was well-prepared and relevant to the trade (considering the implementation of the FR Notice from 3/14/13). Furthermore, his presentation was compiled in a logical manner, and presented with a good balance of relevant technical and regulatory advice mixed with light humour. He certainly kept the room engaged throughout his presentation, and was called upon the most during the open Q&A forum later that afternoon.

As I mentioned previously, Livingston is definitely interested in supporting the Partnering for Compliance organization. Please let me know how Livingston can become more involved volunteering in the future.

Jill M. Hurley, Esq.
Practice Leader, Trade Management Consulting

Livingston International

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It was a pleasure to meet you at your “Partnering For Compliance” conference last week. This conference had a formal but relaxed setting, and offered a sea of knowledge and insight for the participants.

The invited speakers are amazingly knowledgeable, cooperative, experienced and provided clear and decisive interpretation of the regulations. The selection of speakers, and program outline makes this conference a comprehensive one stop shop.

“Partnering For Compliance” conference is a must for any professional involved in any form of export and/or international involvement.

Keep up the excellent work, and hope to see you again in the near future.

Best regards

Bishara Mansur

**Sr Tech Liaison Officer
Kuwait Airways - JFK**

**Good morning Ailish,
The venue and attendance for the “Partnering For Compliance” East Coast conference last week was the perfect size for partnering and learning. The conference had enough diversity and energy to stimulate discussion while not being so large to feel lost or intimidated. As always, excellent work bringing quality speakers to the conference.**

**Bob Reiter
Sr. Mgr, Trade Compliance
Harris Corporation**

The quality and value of the conference was exceeded only by the charm and hospitality provided by you and Alannah. Since the beginning you have consistently put on an informative, high level program with class and professionalism. Since the beginning of my attendance at your conference (I think since the beginning) I have greatly benefitted and enjoyed both the information provided and pleasure of your company.

My thanks and congratulations to both of you for a job well done.

John W. Boelke, Esq.
Vice President of Contracts, Comtech Systems Inc.

Partnerships International, Inc.



I thoroughly enjoyed my learning experience during the Partnering for Compliance – East Coast Conference. The environment was ideal for learning and asking questions of the various government officials that are pertinent to our business. All of the speakers were engaging and willing to answer all questions during the Q & A forum. Actually the Q & A forum was one of my highlights because I felt like it was a great way to share information and ask questions that others may also need answers too. A big thank you to you and your team for organizing a great conference.

I plan on attending in the future, and hopefully can encourage my colleagues to attend as well.

Thank you,
Andrea

Andrea E. Giangrosso

Trade Compliance
Harris GCSD

This conference has once again proven to be the most comprehensive, detailed and enlightening one of its kind throughout the Import/Export Compliance Industry. The entire panel of presenters was enthusiastic about their respective subject matter, and displayed a willingness to help anyone garner a better understanding of the regulations. What I like most of all is the fact that all the presenters are currently working in their areas of expertise, and was able to address real time scenarios. As always, the organizers did such a brilliant job. My hat's off to Ms. NicPhaidin and her crew. I am already looking forward to the next event. Thank you,

Dave M. Baptiste, CUSECO®

NASA Export Compliance Officer
Center Operations Directorate
Kennedy Space Center

"I was very impressed with the content and the speakers at the "Partnering for Compliance" east coast workshop, 2014. These were the key decision makers who were able to share practical, working knowledge and not just representatives reading script. Even the most experienced personnel will learn from this team of experts. I received advice, and clarification, that I was able to immediately put into use once I returned to the office.

I was genuinely surprised at the material, the presentations and the openness to answer simple and complex questions to all types of businesses. There is a lot of content over the three days, come prepared to learn "

Alison Dominguez

Director of Quality Professional Aviation Associates, Inc.

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Partnerships International, Inc.



This was one of the best conferences I've been to, although, Partnering For Compliance is always a good one. I've been attending webinars on the export reform quite often and have to admit that I've been confused on a lot of points. With both Terry's and Gene's slides, things became much more clear. Gene's slides on the 600 series and when you can use exemptions and when you can't was especially enlightening. I took copious notes and will be sure to share with my colleagues both here in Canada and the US.

I also wanted to let you know that Terry Davis provided a wonderful way for, not only General Dynamics Canada, but other Canadian companies who must apply for Canadian export permits using TAA's, MLA's, etc., to ease the US re-export burden. You have no idea how frustrating it is to continually be told that a fully executed agreement is not enough for the Canadian government to approve an export permit of ITAR controlled goods to the foreign party listed on the TAA or MLA. I was hesitant to start to request GC approvals for each permit as it is a lot of work for our company, our Corporate office (through which we have to submit to DDTC) and the DDTC staff. Terry's suggestion of doing one letter whereby DDTC states a fully executed TAA is sufficient for re-export that could be used for all permit applications will not only save us time and effort, but money as well.

Lastly, Ailish the new venue was wonderful. The parking was much better, the food was wonderful and the fact that there were no tolls to be paid just getting to and from the airport was an added bonus. I'm not sure why the venue changed, but it was a good move 😊

Please also keep in mind that whenever you wish a presentation on Canadian exports and how we handle re-export issues, dual nationals, etc. I'd be happy to assist. The West Coast Sessions this summer might be a good place to do this again 😊

Thanks again Ailish. You've done yourself proud.....again!

Kristen Stewart
General Development Canada