



“Partnering for Compliance™” West 2016
September 13 – 16 at the Marriott Hotel South DFW Airport
Hotel, Dallas, TX

Sample Participant Comments / Survey Questionnaire Results & Responses

Having spent many years in trade compliance and having attended a number of seminars and workshops, I was extremely pleased and surprised to see the number, quality, and caliber of government officials speaking at this event. The relatively smaller number of attendees, as opposed to several of the more widely known annual conferences, gave a unique opportunity to have direct access to high level officials and those in the agencies that actually do the work. This is a far better and much more revealing approach than events where all speakers are non-governmental third parties who take a more cautionary posture with their advice. The key takeaway for me was to hear first-hand from the government officials exactly what they need us to do to make their jobs easier and in turn get us what we need from them much faster. The setting and agenda provided for ample networking opportunities between both attendees and speakers. The sessions were optimal in length and allowance for questions and answers. I would highly recommend this event and hope to attend again in the future.

Regards,
Mark


Mark Boileau
Corporate Export Compliance Manager



Teledyne Technologies Incorporated
Thousand Oaks, CA 91360

I feel very honored to have had the opportunity to be a participant in one of your conferences. All I had heard, prior to the class, is true. Your speakers, as chosen, were appropriate and seemed sincere to their positions, with passion. Never thought I would ever be in one room with so many high level Government officials.

Already sharing internally, info about your class scheduled for March 2017.

Anita Putnam
Logistics Coordinator
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Partnerships International, Inc.



The compendium of information provided by those senior level officials in the ICE, Commerce, DHS, State and others was very informative given the new order of things. The Commerce Control List and ITAR discussions were most helpful in allowing a deeper understanding of where license is required and when things cannot be exported. The opportunity to understand the complexities with freight forwarders and the like were of interest given the work I do with the Department of Energy and the National Nuclear Security Administration. Nonproliferation and counter-proliferation are at the forefront of our activities and the information provided was excellent un understanding the subtle nuances of what can and cannot be shared.

Best Regards,

Von Sudderth
Executive Services
National Security Technologies, LLC
Las Vegas, NV 89193-8521

National Security Technologies LLC

Contractor to the United States Department of Energy

As a whole, I think you had some fantastic government speakers. I have attended way too many conferences where the government employees read from their slides, were not comfortable with public speaking engagements and were afraid to give honest, informed answers – many times just giving canned responses. You chose your speakers wisely!! I think the Q&A forums were well advised as it saved most questions until the end of that block allowing for a greater audience participation without bogging down in the middle of a presentation to answer a question that was going to be addressed in the very next slide. It also allowed for varying view points from the different agencies.

David Hayes was everything I had heard: witty, enlightening and able to provide a good overview on a topic that most know very little about. James Fuller was probably the most engaging speaker with his self-deprecating style and audience exchanges. Dean Fittz is always prepared, polished and professional. Dale Kelly makes the Census regulations as easy as the ABC's. Finally, your three State Department speakers – Terry Davis, Angela Brown, Kenneth Oukrop & Sarah McKeown – were prepared, concise and informative. And again, I was really happy to hear honest, straight-forward answers during their Q&A.

Troy Shaffer

Senior Global Trade Advisor
Dallas, Texas 75201

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The conference was very worthwhile. The opportunity to have so many officials speak and be available for questions during the conference is priceless. It was a wonderful learning experience to be able to have the regulations explained and the speakers point of view added with input of real life, day to day experience. The opportunity for everyone to ask questions and your insistence of making sure all questions were heard and answered provided an additional learning experience for all. ☺ I appreciated that many of the speakers were able to stay for the majority of the conference and when a question was asked that the current speaker wasn't sure about another speaker could comment. I very much enjoyed the Special Agents, Officers and Port Director plus others speaking and being available during the conference. Being able to speak with Dale Kelly regarding specific questions/confirmation of my understanding of the regulations was perfect timing. All of the speakers were great, but I loved Adam Krepp's humor and understanding of the regulations. Adam spoke of a topic I am very familiar with so he speed/pace was not a concern for me.

Thank you,
Anita

Regards,

AMTA HOUSE

Senior Import/Export Compliance Specialist
Mary Kay Inc.
Addison, TX 75001

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I have never been to a more informative, comprehensive, and relaxed conference. The Q & A portions were phenomenal and every speaker was pleasant and entertaining. I will definitely recommend this conference to anyone and everyone involved in Import and Export Compliance and will definitely attend again.

Dane Thrasher
Import/Export Compliance Coordinator
Reli Technology Inc.

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“As a newcomer to the Import/Export world, I found the Partnering for Compliance seminar an extremely valuable course. The government and industry speakers did an outstanding job of defining the government requirements for Import/Export control and what is required to successfully navigate these requirements. They also provided a solid foundation for establishing a records retention program to assure compliance. The smaller venue and the ability to interact one on one with the government experts was invaluable. I would highly recommend this course to anyone that is involved in their companies Import/Export activities, no matter how experience they might be.”

Russ Sherman
Sr. Contracts Manager



I very much enjoyed the conference.

I particularly found the information from the speakers regarding how things work on their side of the fence very useful. Having a better understanding of what they are up against and the delays they see on their end was enlightening. It is good to know what additional information they look for, specifically for license applications, to aid in the timely processing of the applications. The “Technical Review Process” questions provided are a great guideline to anyone new to the license application process.

It is refreshing to know each department often has the same frustrations with their administration as we do, and most have a great sense of humor about it 😊 While I have heard the saying “We are the government and we are here to help” before, after listening to the speakers I truly believe they are there to help in any way they can. Having the face to face interaction, seeing firsthand they are just like you and me, makes everything about compliance a bit less intimidating and more like a collaboration. I really do hope they continue to support this program for that reason alone.

Michele L. Morris
Trade Compliance Analyst



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THANK YOU for your efforts to perfectly organize and control this conference – which has been so much help for all of us.

I will certainly add my appreciation and gratitude for this important forum of education for us, the exporters, that creates solid revenue to US economy.

Mariana A.Oprea-Pella
Interavia Spares & Services Inc
Deerfield Beach,FL.33442

The Partnering for Compliance conference was such a wonderful opportunity to be able to speak to high level officials about our concerns or issues in a small forum. This alone was worth attending but the caliber of speakers and topics was bar none! Thank you so much and look forward to Orlando.

Tina Seale

I wanted to share what an outstanding conference and investment of time the Partnering for Compliance event offered in DFW last week. Speakers clearly communicated a variety of complex subjects in simple executable terms for conference participants. I was very impressed with the access to answers to both very specific questions and in generic guidance. Workshops were perfect in content and timing. It was obvious you have facilitated like conferences many times and have learned what works well. Accommodations were also well considered.

Steve Allen
Global Quality Director



Dallas, Texas 75238-1645

Partnerships International, Inc.



I just wanted to thank you for another excellent conference on compliance. I am still very new to the every-evolving export world and found the information to be extremely helpful. One of the best parts of the conference was having the ability to talk with executives and top experts in their respective field on a one-on-one basis. They were all willing to answer my questions and provided key direction, which was so valuable.

This was my second year to attend and I completely understand why attendees last year told me that they come every year. I look forward to attending next year's program, which I hope will be in the Dallas-Fort Worth area again.

Julia Fuqua
Senior Contract Manager
RDRTec, Inc.
Dallas, TX 75209

I have been the Empowered Official for Inmarsat Government since our acquisition in 2010 and have had the opportunity to attend several training seminars throughout the years. All of the seminars that I've attended thus far have been local to the D.C. area but none have included briefers from the departments or agencies responsible for the implementation of the regulations. Our General Counsel previously attended your Florida seminar and was very impressed with the format and the briefers. Based on his positive recommendation, I decided to attend your seminar in Dallas. I was not disappointed in my decision to attend. I seem to always be in learning mode when it comes to export control as it is not my primary duty and all of the briefers held my attention from the first session to the last. The most significant benefit of the seminar and primary influence on my decision to attend was the fact the briefers were from the entities that I work directly with for ITAR and Export Control matters. I would also like to add that the questions from the group were extremely beneficial to me since I tend to not ask questions in a public forum. The format, support, briefers and venue were exactly what I expected from an organization of the highest caliber.

Leighton R. Quick
Vice President, Security/FSO
Inmarsat Government
Reston, VA 20191, United States

Partnerships International, Inc.



I am very new to EC and was honored to hear from and be in the presence of speakers with the experience and positions they have or do hold.

I know it was a sacrifice for each of them to give their time for this training and I believe it was invaluable to all attendees, regardless of the nature of the material for which we were hoping to receive.

Please pass on the highest praise to each of them and let it be known that this is the level training that is invaluable in our industry.

Tracy L. Lortie
National Security Analysis Department
Department Business Services Manager/
Department Security Representative (DSR)
JHUAPL.EDU

I would like to take this opportunity to say how well organized and professional the conference was within the Dallas/Ft. Worth area September 14th thru the 16th at the Marriot South. With the smaller size of attendees, it allowed a more compliant training environment and was conducive to interaction by all those attended.

I would highly recommend this type of conference to all small businesses and those just getting started into the export/import control profession. All speakers were well versed in their subject matter and provided great guidance within the trade community.

Please provide my gratitude to all those that assisted with the conference and those speakers for taking their time to provide an all-inclusive, well rounded teaching environment.

Joe H. Tarrant, Jr.
Lockheed Martin Corporation
Lockheed Martin Missiles and Fire Control
International Trade Compliance Sr Staff