



“Partnering for Compliance™” 2023 March 7th, 8th & 9th, 2023 (Virtual)

Sample Participant Comments

I’ve been attending both PFC export and import conferences for a number of years now. I always recommend them to anyone I meet in the trade compliance field, no matter their level of experience or knowledge. The reason that I am so impressed with the PFC conferences is the fact that most of the speakers are actual employees from the government agencies. There is simply no better way to learn how to comply with these complex federal regulations than by hearing from those who do the work day in and day out. It is also encouraging to hear from the speakers firsthand why they do what they do; it’s obvious that they are passionate about their work and protecting our national security and foreign policy goals. The fact that they devote their time and energy to speaking at PFC, some year after year, motivates me to do my best to ensure my company does its part to comply with U.S. export and import laws. Sometimes the laws don’t seem to make sense to us in the business world, so I really appreciate hearing Sharron Cook’s explanations of what her agency’s intentions were when putting forth policy and revising the regulations. It helps me to know which technologies are most sensitive and critical to ensuring America stays safe and strong! One other thing... being able to ask questions of these folks is priceless. I always learn something new from the questions others ask as well. I’m looking forward to the conference being in person again soon!

Regards,
Beth Harden
Trade Compliance Manager
CUSECO® | ECoP® | LCB



What really stands out is the way the agencies address the questions, particularly Terry Davis, Dara Sanders, Daniel Cook and Sharron Cook. Open, constructive and to the point. Also the contribution by Sue Gainor and Arthur Shulman I find very good: good overviews, to the point messages, focusing on daily practice.

Herman Annink MSc CPA
Director
RSM Netherlands Business Consulting Services BV
Hoofddorp, Netherlands



Overall, I feel each speaker did a great job making the department they represent feel "human". I know many times when you have to deal with government agencies there can be a fear associated with the situation, however, each of the guests came across as approachable and at least to me, worked to ensure the audience, we are speaking to a person when we reach out, a person who cares about what we have to go through on a daily basis.

Every one of the speakers was incredibly knowledgeable in their given field and was able to answer all the questions posed to them. This created a great deal of respect and comfort in knowing they care about what they do, which helps to further put the audience at ease.

I appreciate the last-minute updates to the presentations as it shows the speakers wanted to ensure we were receiving the latest information.

Another small detail which I enjoyed was the fact the speakers thanked us for the work we do and showed real gratitude to those of us having to navigate the export world.



Manny Lopez

Operations Process Manager

Syndetix, Inc.

Las Cruces, NM 88011

This was the 6th time that I've attended the Partnering for Compliance Export Conference, and I once again walked away from it with new knowledge. The ability to have subject matter experts from all of the relative government agencies speak at this conference is extremely valuable to us as trade compliance professionals, and the Q&A is very insightful. I highly recommend this conference for anyone looking for further export compliance training; you will not be disappointed.

Marc Thompson
Sr. Director – Global Trade Compliance
Triman Industries Inc.
Morristown, NJ 07960



As always the presenter were very professional and very thoroughly with their presentation and always available to answer our questions.

The content very useful and helpful specially these days with all that is going on around the world.

Ana Retti
Siemens Medical Solutions USA, Inc.
Orlando, United States of America

NASA's export control office attends the Partnering for Compliance conference every year as part of our continuing education. It's an excellent opportunity to have access to numerous government experts from the Department of State, Department of Commerce, Office of Foreign Access Control, Customs and Border Protection, and more.

This year we had three new team members join our office and their attendance at the is conference provides an avenue for their required training and orientation. Being briefed about some of the important changes in the export regulations by the experts is an additional benefit.

Jim Lichtenthal
Center Export Administrator
Kennedy Space Center, Mailstop: SI-C, FL

The content was very useful, well organized, relevant and up to date. So nice to see the faces and hear the regulations fleshed out by the folks at Commerce/State/Treasury who help us comply. Really valuable information.

Kathleen O'Keefe, CUSECO
Export & Import Compliance Officer
H.C. Starck Solutions Coldwater LLC
H.C. Starck Solutions Euclid LLC
H.C. Starck Solutions Services Inc.



“USG participation was great. I look for training environments that include USG involvement so I can see their perspective on the regulations and their recommendations on the best way to interact with the various agencies. Steven Claggett’s session on BIS licensing and compliance was very helpful. It was my first time hearing from DTSA and I really appreciate Dara Sander’s explanation of DTSA’s role in Licensing and classification. I would have enjoyed a little more on how they engage with Industry to identify emerging Technologies. I also really appreciate the OFAC session. I think it was a routine presentation for Claire and Gisela, but it was the first time I had heard it explained that thoroughly. I have spoken to Sharron Cook a few times over the years and I enjoy the detail and the examples she puts into her training. She always seems to really go above and beyond to make sure people understand her topics.”

Michael Forster, LCB

Sr. Director, Global Trade Compliance, Teijin Holdings USA, Sausalito, CA

I found this year’s Partnering For Compliance’s 2023 webinar to be extremely valuable and the information provided timely. The key attraction for my attendance was Sharron Cook’s presentation and I was not disappointed. Sharon provided clarity to a very complex and new regulatory requirements. I also really found Terry Davis, Dara Sanders and Dan Cook’s presentations on Day 2 to be really insightful. Adrienne Braumiller and Bruce Leeds discussion of “Laboring Over Forced Labor” was also a very timely and very helpful.

Rebecca Yeager

Sr. Consultant, Trade Compliance

Export Solutions, Inc.

Clermont, FL

The Partnering for Compliance export control conference is a valuable course for both new and experienced EAs alike. Not only is the material provided relevant and throughout, but it is also the most current information you will find anywhere. In the everchanging world of export compliance, staying up to date on the latest regulation changes is vital part of our responsibilities. All of the presenters are masters in their field and do an exceptional job at providing real life examples that many of us experience on a daily basis. This was my third year attending the conference and I could not recommend it enough to all of my fellow EAs or anyone who partakes in imports and exports.

Stefan J Manz

Stefan J Manz

Quality Supervisor



Hauppauge NY 11788

Gerry Horner: He is always very good. Explains the EEI process clearly.
Terry Davis: Very good presentation. Detailed and concise. Explained the slices in a way that everyone understands

Sharon Cook: Wow, a lot of information but she did a great job in taking her time and explaining. Loved that she gave examples as this made it much easier to understand

Braumiller Group: Very knowledgeable and entertaining. Adrienne and Bruce work very well together I like how they interact together to explain the information.

Sandra Estrada
Senior Manager – Export Compliance
Blue Aerospace. Tamarac. FL 33321. USA

As usual, I found it to be quite Informative, and it refreshed some concepts I hadn't had need for last year, but know I will use in the near future.

Also good information was presented on updated regulations that we will be needing to pay attention to.

All in all, I enjoyed the conference, especially Sharon Cook, who manages to make the dry subject of EAR Regs amusing and enjoyable to follow.

Zeke Isaacson

**SHIPPING MANAGER /
EXPORT COMPLIANCE OFFICER
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The speakers were clearly subject matter experts in their fields. They committed significant time to preparing material for the seminar and then walked the audience through the details with amazing patience and clarity.

As a novice to the field of export policy and enforcement, I found the material presented to be extremely useful as a foundation for a new business enterprise.

Partnering for Compliance organized an extremely insightful seminar with government speakers who really appeared to want to help industry get off on a firm foundation. In spite of the Murpheys that plague all online forums, they hosted the seminar well and were very appreciative of the speakers' time and knowledge.

Mark Shackelford, LT. GEN, USAF (Ret.) & former Military Deputy, Office of the Assistant
Secretary of the Air Force for Acquisitions
Veritas Strategies, LLC
Managing Director
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