

# International Trade Compliance Strategies, LLC



in association with the  
North Alabama International Trade Association



Presents

## U.S. Export/Import Controls and Compliance

A Two-Day Interactive Session on

*“Understanding the U.S. Export and Import Regulations  
and Learning How to Navigate them*”



**March 23-24, 2010**

**Huntsville Alabama**

***Embassy Suites Huntsville***

800 Monroe Street, Huntsville, Alabama 35801

ITC Strategies, LLC  
1909 Aquinas Drive  
Gambrills, MD 21054  
443-995-4598



## **Program and Format:**

This is an interactive seminar that combines training on Export and Customs Compliance with practical guidance and exchange on industry best practices in developing and maintaining successful Trade Compliance Programs. The training will focus on the US Government regulations associated with export and import controls including, Customs, Commerce, State, Office of Foreign Assets Control (OFAC), Bureau of Alcohol Tobacco and Firearms (BATF) and Census. Participants will be provided copies of all slides used by the instructors and a workbook binder. Questions are welcomed throughout the sessions and can also be provided in advance by email.

You are encouraged to email specific questions you would like to see addressed and discussed at the seminar. Please send your questions or topics of interest to: [gregory.creaser@itcstrategies.com](mailto:gregory.creaser@itcstrategies.com)

**Location and Accommodations:** Embassy Suites Huntsville. The address is: 800 Monroe Street, Huntsville, Alabama 35801. The Embassy Suites website address is: [embassysuiteshuntsville.com](http://embassysuiteshuntsville.com). ITC Strategies has negotiated a limited number of rooms at a room rate of **\$129.00** per night plus tax. To take advantage of this rate mention the group code **60M**. This rate is available until 3/15/2010 so early reservations are recommended. This rate includes a complimentary breakfast, complimentary manager's reception, and access to the 24 hour fitness center and indoor climate controlled pool. To make reservations call 1-800 embassy (362-2779) or book online at [embassysuites.com](http://embassysuites.com).

## **Cost: Cost for this seminar is \$975.00**

Early Bird Rate: If registration is received by February 26th, cost is \$875.00.

Government Employee Rate: If registrant is a U.S. Government Employee, cost is \$875.00

NAITA Member Rate: If registrant is a member of NAITA, cost is \$900.00

Rate includes 2 Day seminar with lunch and breaks each day, a hosted reception after Day One, a binder containing the presentations and relevant supporting documentation, and a copy of the Society for International Affairs pocket ITAR (International Traffic in Arms Regulations).

**NAITA website:** [www.naita.org](http://www.naita.org)

**Dress:** Business Casual

**Registration:** The registration form is located on page 4 of the brochure, or visit our website at [www.itcstrategies.com](http://www.itcstrategies.com) for additional information and on-line registration or to print a copy of this brochure and the registration form.

**Cancellation Policy:** A cancellation fee of \$100 will be charged if the cancellation is made by March 10th, 2010. No refunds will be issued after this date.

**Who Should Attend:** Industry and Government personnel whose jobs involve international trade activity. Empowered Officials, Program Managers, Corporate Officers, Compliance Managers, Business Development, Contract Managers, Purchasing, Traffic and Logistics, and anyone who makes important decisions involving international transactions and technical interchange for their company or organization.

# AGENDA

## Day One

08:00 - 08:30

### **Registration**

08:30 - 08:45

### **Welcome and Introduction**

08:45 - 09:45

### **Overview and Definitions**

- Basic overview of the US regulations
- Requirements on US Industry - what does it mean to your business?

09:45 – 10:00

### **Break**

## **Export Controls and Compliance**

10:00 - 11:30

### **Jurisdiction and How Your Products/Technology are Controlled**

- US Government Agencies (Commerce, State & Customs)
- Process for Determining Jurisdiction
- Process for Determining Classification

11:30 - 12:30

### **Exemptions/Exceptions**

- Requirements
- Tips for using
- Matrix of options available

12:30 – 1:30

### **Lunch (working lunch – addressing specific questions)**

1:30 – 3:00

### **Licensing Part I**

- Types of Licenses and when they are used
- Electronic Licensing—D-trade/Snap R
- Agreements - TAAs/MLAs/WDAs – When one is required over the other
- Ensuring that TAAs and MLAs are effective and will stand the test of time – How to effectively structure the scope of TAAs for different activities
- DSP-83s (End Use Assurances) – When required and how to complete

3:00 – 3:15

### **Break**

3:15 – 4:00

### **Licensing Part II**

- Amendments to TAAs/MLAs
- Other Licenses
- Ways to avoid delays in processing License requests

## **Regulatory Updates—Attendee Topics**

4:00 – 5:00

### **New Developments in Export Compliance & Specific Attendee Topics or Questions**

- Interactive exchange
- Detailed discussions

5:00 -

### **Adjourn and Reception**

## Day Two

### **Customs Compliance**

08:30 - 09:00

### **Where Export Meets Customs**

- Intro to agency or CBP's Mission
- General do's and don'ts with Customs
- Forms and correspondence
- Lodging licenses

09:00 - 09:15

### **Transactions**

- Routed versus Non-Routed
- Requirements and Responsibilities

09:15 - 10:15

### **AES**

- Mandatory Filing Requirements
- Filing yourself vs utilizing a Freight Forwarder
- Powers of Attorney
- Common filing errors

10:15 - 10:30

### **Break**

10:30 – 11:45

### **Export Documentation and Logistics**

- Dealing effectively with your Freight Forwarder
- Dealing with Express Carriers
- Documentation Requirements and Prep.
- Licensing and Exemptions
- Shippers Letters of Intent Filing Requirements
- Dealing with Freight Forwarder errors and omissions

11:45 - 12:30

### **Detentions/Seizures**

- Penalties for failure to comply
- Where to get help and advice

12:30 – 1:30

### **Lunch**

## **Compliance Programs (Development and Sustainment)**

1:30 – 2:30

### **Procedures and Practices**

- General do's and don'ts of compliance
- Business Models
- Manual
- Implementation
- Best practices/tools
- Developing, using and monitoring Control/Compliance Programs
- Compliance practices for facilities with Military & Civil technology

2:30 – 3:00

### **Documenting: the Processes and the Determinations**

- Record Keeping
- Jurisdiction/classification
- Exemption/Exception
- Visitors

3:00 – 3:15

### **Break**

4:00 - 5:00

### **Violations/Disclosures/Consent Agreements**

5:00 -

### **General Questions/One-on-One**

Visit the ITCStrategies website at:

**[www.itcstrategies.com](http://www.itcstrategies.com)**

For additional information on services and seminars





## THE INSTRUCTORS

### Marc Binder

Marc is a Licensed US Customs Broker and has been active for over 25 years in the International trade and Logistics field. He has experience working Import and Export Compliance Issues at both the business unit and the Corporate levels. He has held Import/Export Compliance responsibilities for major corporations such as RCA, GE, Lockheed Martin, TRW, and Goodrich. Marc currently has appointments to the Department of State, Defense Trade Advisory Group (DTAG), and the Department of Commerce Regulations and Procedures Technical Advisory Committee (RPTAC). Marc is a member of the Board of Directors of SIA and has been a regular speaker at SIA Conferences. In addition he has spoken at numerous other conferences and training seminars around the world.

### Gregory Creeser

Gregory has been working for over 14 years in the export compliance field. Gregory held the position of Corporate Director for International Trade Compliance with Goodrich Corporation's Washington Operations Office. In this position, he was responsible for assisting the export and import compliance programs and international trade requirements for 3 major Aerospace sectors with over 100 facilities located throughout the United States and overseas. Prior to Goodrich, Gregory held the position Corporate Manager for Export Licensing within TRW's Washington Operations office. Gregory was formerly a licensing officer with the Directorate of Defense Trade Controls at the Department of State. In that role he adjudicated export license applications relating to categories I, II, III, XI and XII as well as Commodity Jurisdiction requests. Gregory has held the position of President of the Society for International Affairs (SIA) and has been a regular speaker at SIA and numerous other conferences and training seminars around the world.

### "U.S. Export/Import Controls and Compliance"

March 23-24, 2010 Huntsville, Alabama

Registration form can be scanned and emailed to [gregory.creeser@itcstrategies.com](mailto:gregory.creeser@itcstrategies.com) or mailed along with payment to address listed below or you can register on-line at [www.itcstrategies.com](http://www.itcstrategies.com):

ITC Strategies, LLC

1909 Aquinas Drive

Gambrills, MD 21054

Federal Tax ID: 20-8530500

Please provide the following information:

#### Check applicable rate:

- Seminar cost is \$975.00
- Early Bird Rate is \$875 (before Feb 26, 2010)
- U.S. Government Employee rate is \$875.00
- NAITA Member rate is \$900.00

Name: \_\_\_\_\_ Title: \_\_\_\_\_

Company/Employer: \_\_\_\_\_

Address: \_\_\_\_\_

City, State, Zip: \_\_\_\_\_

Phone: \_\_\_\_\_ Email: \_\_\_\_\_

#### Payment Info:

Please check method of payment: (If paying by check, please make check out to ITC Strategies and mail to above address)

\_\_\_ Check \_\_\_ Master Card \_\_\_ Visa \_\_\_ American Express \_\_\_ Discover

If paying by credit Card, please provide the following:

Name as it appears on Card: \_\_\_\_\_ Credit card Number: \_\_\_\_\_

Security Code from Card (Required) 3 or 4 digit number on front or back of card: \_\_\_\_\_

Expiration Date: \_\_\_\_\_ Signature: \_\_\_\_\_

**Cancellation Policy:** A cancellation fee of \$100 will be charged if the cancellation is made by March 10th, 2010. No refunds will be issued after this date.