

SEMINAR SERIES IN **Amsterdam**
29 October - 1 November, 2012 • NH AMSTERDAM CENTRE**US Export Controls on Non-US Transactions**TM
A PRACTICAL GUIDE**Understand how United States export control rules
impact European businesses**

United States trade control laws and regulations impact companies who use or resell US-origin products, components or technology. The US Government can impose serious penalties for US and non-US companies who fail to comply with the extra-territorial US rules (including monetary fines, a loss of US Government contracts, or a complete ban from receiving any US items).

These seminars offer practical explanations and advice on what the rules are and how they impact companies outside the United States. **Expect to leave these seminars with an in-depth understanding of what you need to do to keep your company compliant.**

TWO BACK-TO-BACK SEMINARS:**US Commercial Export
Controls & Embargoes**

2-DAY SEMINAR

29-30 OCTOBER, 2012

A hands-on approach to complying with the **Export Administration Regulations** (EAR), including both export controls and antiboycott regulations, and Treasury Department trade embargoes.

TOPICS INCLUDE:

- Persons and Items Subject to US Jurisdiction
- US De Minimis Content Calculation
- Export Classification, NLR and License Exception Determination
- Denied Party, Red Flag and Proliferation Screening
- China Military Catch-All Rule
- Technical Data Reexports and Deemed Reexports, Third Country Nationals
- Office of Foreign Assets Control Regulations and EAR Special Country Controls: Iran, Cuba, Sudan, Syria, Iraq, North Korea
- US Antiboycott Regulations
- Export Enforcement and Compliance Programs
- **NEW! Obama Export Controls Reform Initiative**

US Defense Trade Controls

2-DAY SEMINAR

31 OCT - 1 NOVEMBER, 2012

Learn the ins and outs of compliance with **International Traffic in Arms Regulations** (ITAR) in a format that is easy to digest.

TOPICS INCLUDE:

- Overview of US Defense Trade Controls
- ITAR Controlled Items & Activities
- License, Exemption and Agreements Requirements
- Supporting US Exporters Licensing Efforts
- Technical Data Considerations
- Dual Nationals and Third Country Nationals
- Sublicensing of ITAR Technical Data
- Brokering and Canadian Exemptions, Fees and Commissions
- Returning Defense Items to the US
- Agreements Guidelines Requirements



You can sign up
for either seminar,
or sign up for both and
SAVE €225,00!

**YOU WILL LEARN:**

- > How US export rules impact a wide range of transactions outside the US
- > How the US enforces these export regulations on non-US companies
- > Practical methods of complying with US export regulations

WHO SHOULD ATTEND:

Companies who deal with US-based companies or that purchase US-origin products, components or technology. Includes subsidiaries, affiliates, and parents of US businesses.

- Trade compliance officers
- Legal department
- Traffic personnel
- Administrators

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US Export Controls on Non-US Transactions PROGRAM

US Commercial Export Controls & Embargoes Seminar

29-30 OCT
2012

Registration: 8:30 on 29 October
Program: 9:00 to 17:00 on 29-30 October

Introduction to US Commercial Export Controls

- Key Control Concepts
- Comparison to International Controls
- Export Administration Regulations
- Bureau of Industry and Security

Items and Persons Subject to US Jurisdiction

- Controls on "US Persons"
- Controls on US Origin Hardware, Software and Technical Data
- Controls on Non-US Manufactured Items Containing US Origin Content
- US De Minimis Content Calculation

Export Classification and Export Determination

- ECCN Classification
- "No License Required" Determination
- License Exception Determination
- Red Flag, Denied Party and Proliferation Screening
- China Military Catch All Rule
- License Requirements

US Embargo and EAR Special Country Controls

- Office of Foreign Assets Controls (OFAC)
- OFAC Comprehensive Embargoed Countries: Iran, Sudan and Cuba
- OFAC Licensing and Approval Policy
- EAR Special Country Controls: Syria, North Korea
- Control Status of Libya, Iraq and Palestine
- Specially Designated Nationals

EAR Antiboycott Regulations

- Introduction
- Relationship to Arab League Boycott on Israel and other Boycotts
- Applicability to Transactions Outside the US
- Prohibitions and Exceptions
- Reporting Requirements

Export Enforcement

- How US Rules are Enforced Outside the US
- Corporate and Personal Fines and Penalties
- Enforcement Case Studies
- Preventing Violations

Compliance Programs

- Considerations for Developing a Corporate Export Compliance Program
- Types of Procedural Approaches
- US Government Compliance Program Recommendations

Technical Data Considerations

- Controls on Physical and Intangible Data
- Deemed Exports and Reexports
- Third Country National Considerations
- Emailed Data, Server Access and Downloads

Obama Administration Export Controls Reform Initiative

US Defense Trade Controls Seminar

31 OCT - 1 NOV
2012

Registration: 8:30 on 31 October
Program: 9:00 to 17:00 on 31 OCT
Program: 9:00 to 15:00 on 1 NOV

ITAR Overview

- Control Concepts
- Controlled Activities
- United States Munitions List
- Directorate of Defense Trade Controls
- Reexports and Transfers
- US Defense Articles
- Technical Data
- Defense Services
- Prohibited Countries and Nationals
- Enforcement

ITAR Approvals

- Licenses
- Agreements
 - TAA's, MLA's and DA's
 - Licensees and Sublicensees
 - Dual and Third Country Nationals
 - NDA Requirements
- Supporting US Licensing Efforts
 - License Support Documents
 - Information to Provide US Partners

ITAR License Free Activities

- NATO Exemptions
- Public Domain and Basic Marketing Information

Brokering

- Extra-Territorial Application
- Brokering Registration
- Prior Approvals
- Reporting

Political, Contributions Fees and Commissions

Returning Defense Articles to the US

- Temporary Import Licenses
- Temporary Import Exemption
- Notifying US Partners of Shipments

ITAR Ramifications on Non-US Business

- Defense Articles Restrictions
- Retransfer Approval Requirements
- Technical Data Controls
- Control Procedures

Compliance Programs

PROGRAM FORMAT

Participants receive training materials that contain annotated copies of the slides used by the instructors. Case studies are included. Questions are welcomed throughout the presentations. Instructors will be available before and after the presentations to discuss specific questions or issues.

An Export Compliance Training Institute certificate is issued to each attendee upon completion of the seminar. Our training manuals are also available for sale, if you find you cannot attend this seminar.

Dress code is business casual. A light breakfast, beverages, snacks and a lunch will be served each day. Special dietary requests can be accommodated; send your requests to Jill@learnexportcompliance.com no later than 3 weeks before the seminar.

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 Seminar confirmation and payment receipt will be sent to this email address.
 How did you learn about this seminar? _____

TUITION

	If You Pay Before or On 29 September, 2012	If You Pay After 29 September 2012
US Commercial Export Controls & Embargoes	<input type="checkbox"/> €1150,00	<input type="checkbox"/> €1250,00
US Defense Trade Controls	<input type="checkbox"/> €1150,00	<input type="checkbox"/> €1250,00
OR register for BOTH Seminars	<input type="checkbox"/> €2100,00	<input type="checkbox"/> €2275,00

Seminar Training Manual Options:

Printed manual INCLUDED with registration: **NO CHARGE**
 Add e-Manual in searchable format (optional): **€100.00**

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HOTEL INFORMATION

Seminar held at:
 NH AMSTERDAM CENTRE
 Stadhouderskade, 7
 1054ES Amsterdam
 Netherlands
 Telephone: +31.20.6851351
 Website: www.nh-hotels.com

Special room rate
 for seminar attendees:
 €163 / night single

TO BOOK A ROOM:

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 the keyword "EXPORT COMPLIANCE"*

The cost of accommodation is not included in the seminar tuition.
 To book a room, please contact the hotel directly. Make your room reservations as early as possible to ensure room and rate availability.

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 if you sign up for both seminars

SEMINAR DISCOUNTS

- ▶ Sign up early for the seminars by 29 SEPTEMBER 2012 and save up to **€175,00 !**
- ▶ We also give discounts for multiple attendees from the same company, and companies participating in our Corporate Partnership Program. Please contact Jill@learnexportcompliance.com for details, prior to registration.

SEMINAR POLICIES

Manual: Each attendee receives a manual at the seminar. The manual is licensed for use by the seminar attendee only. If you need other options or more copies, contact us to discuss.

Cancellations: A cancellation fee of €100,00 will be charged if the cancellation is made up to 15 days prior to the seminar. No refunds will be provided after this date, but a credit voucher can be issued for 80% of the paid tuition which can be used at any Export Compliance Training Institute seminar within a 12 month period.

Fax, email or mail this form to:
 Jill Kincaid, Manager Fax: +1 540 433 3978
 Export Compliance Training Institute
 243-L Neff Avenue Harrisonburg, VA 22801 USA
 Email: jill@learnexportcompliance.com



US Export Controls

on Non-US Transactions: A PRACTICAL GUIDE

NH AMSTERDAM CENTRE

US Commercial Export Controls & Embargoes
29-30 OCTOBER 2012

US Defense Trade Controls
31-OCTOBER - 1 NOVEMBER, 2012

OTHER EXPORT COMPLIANCE SEMINARS:

Austin, Texas USA

US Export Controls 10-11 September, 2012
Defense Trade Controls 12-13 September, 2012

Dubai, UAE

US Commercial Export Controls 17-18 September, 2012
US Defense Trade Controls 19-20, September 2012

Chicago, Illinois USA

US Export Controls 1-2 October, 2012
Defense Trade Controls 3-4 October, 2012

Phoenix, Arizona USA

US Export Controls 12-13 November, 2012
Defense Trade Controls 14-15 November, 2012

For more information & complete schedule, visit:
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INSTRUCTORS WITH EXPERIENCE

This series of seminars will be presented by up to four professional instructors from the ECTI faculty. ECTI staffs its seminars with instructors who are widely respected experts in the field of export compliance and have many years of experience in interpreting and applying the rules.

THE ECTI FACULTY INCLUDES:

GREGORY CREESER is a partner with International Trade Compliance Strategies and a consultant to BSG Consulting. Prior to joining ITC Strategies as a compliance consultant, Mr. Creeser held the position of Corporate Director for International Trade Compliance with Goodrich Corporation's Washington Operations Office. Mr. Creeser began his career in the export arena by serving for 2 years as a licensing officer within the Office of Defense Trade Controls at the Department of State. Mr. Creeser held the position of President of the board of directors of the Society for International Affairs (SIA) from 2004-2006. He also held the positions of Vice President, Communications Director, and Conferences Director for SIA. Mr. Creeser received his Bachelor of Science degree in Political Science and Economics from Texas A&M University in 1987.

SCOTT M. GEARTY is a Principal of **BSG Consulting**, bringing over a decade of consulting, training and corporate export compliance program management experience to bear for his clients. Mr. Gearty has substantial experience in military, dual-use and commercial export controls. His clients have ranged in size from small start-ups to some of the world's largest companies, with a particular focus on the information technology, telecommunications, networking and software industries. Mr. Gearty joined BSG from Microsoft Corporation, where he was based in Ireland and managed the company's export compliance program for Europe, the Middle East and Africa. He continues to advise many non-US companies affected by US export controls. Mr. Gearty holds a Bachelor of Arts degree in international studies and economics from American University. He is a licensed US customs broker.

JOHN R. BLACK is a Principal of **BSG Consulting** and has been involved in US export and trade control matters since 1984. He advises US and foreign companies, law firms and governments on US export and has earned a reputation as one of the leading experts in the field. From 1984-88 he worked for the US Commerce Department, where he wrote the Export Administration Regulations (EAR) and interpreted it for government and industry. He uses his comprehensive knowledge of the US rules that impact military and commercial companies to help his clients stay in compliance without missing legitimate business opportunities. He has been a featured speaker at over 100 conferences around the world and has written numerous articles and several books on the subject. Mr. Black is an accredited Export Compliance Professional (ECOP) on both the EAR and the ITAR.

STEPHAN MÜLLER is a partner at **Oppenhoff & Partner**. Before joining Oppenhoff & Partner in 2008, Mr. Müller was a partner at Linklaters LLP since 2001. He specializes in public law with Export Control forming a major part of his practice. Stephan advises national and international corporations on all national, EU and US law related compliance and permitting issues, including representation before courts and in administrative proceedings. He lectures on export control law at the University of Applied Sciences, Cologne. Mr. Müller speaks at national and international conferences and has published articles on many aspects of export controls. The JUVE handbook on German commercial law firms has identified him as a "leading name" in his field of expertise for many years now.

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“This is the second time I have attended this seminar within the past 4 years. It is as good and informative as the first time. All materials and contents are appropriately updated. ...this seminar is full value for the fee!”

Stig Ottesen, Trade Compliance Manager
FLSMIDTH A/S Copenhagen, Denmark



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