

SEMINAR SERIES IN **London**

30 April - 3 May, 2012 • AT HILTON LONDON KENSINGTON HOTEL



US Export Controls on Non-US Transactions

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

30 APRIL - 1 MAY, 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

US Defense Trade Controls

2-DAY SEMINAR

2-3 MAY, 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 and 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 Political Contributions, Fees and Commissions
- Returning Defense Items to the US
- Agreements Guidelines & Requirements

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:

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

Both Seminars cover current updates on US Export Controls Reform.

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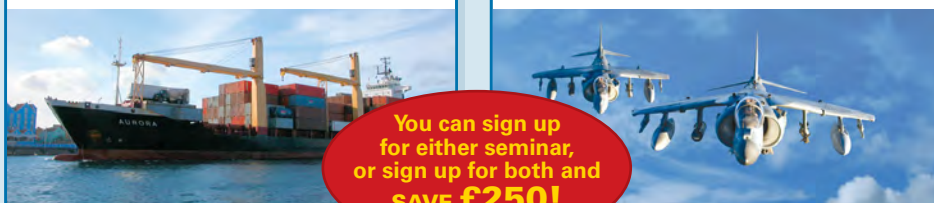
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US Export Controls on Non-US Transactions PROGRAM

US Commercial Export Controls & Embargoes Seminar

30 APR - 1 MAY, 2012

Registration: 8:30 on 30 APRIL
Program: 9:00 to 17:00 on 30 APRIL & 1 MAY

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

US Defense Trade Controls Seminar

2-3 May, 2012

Registration: 8:30 on 2 May
Program: 9:00 to 17:00 on 2 May
Program: 9:00 to 15:00 on 3 May

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 Exemption
- 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.

MEDIA PARTNERS

The Export Practitioner

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SEMINAR REGISTRATION FORM

Please type or print clearly.

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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 1 April, 2012	If You Pay After 1 April, 2012
US Commercial Export Controls & Embargoes	<input type="checkbox"/> £ 995.00	<input type="checkbox"/> £1095.00
US Defense Trade Controls	<input type="checkbox"/> £ 895.00	<input type="checkbox"/> £ 995.00
OR register for BOTH Seminars	<input type="checkbox"/> £1695.00	<input type="checkbox"/> £1840.00

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:
Hilton London Kensington
179-199 Holland Park Avenue
London United Kingdom W11 4UL

Telephone: +44-207-603-3355
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Website: www.hilton.com

Special room rate
for seminar attendees:
£149.00/night

**The discounted room rate is
available until 1 April 2012**

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Call the hotel directly
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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

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- ▶ Sign up early for the seminars by 1 April, 2012 and save up to **£145 !**
- ▶ 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 before you register.

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 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



LearnExportCompliance.com

US Export Controls

on Non-US Transactions: A PRACTICAL GUIDE

HILTON LONDON KENSINGTON HOTEL

▶ US Commercial Export Controls & Embargoes
30 APRIL - 1 MAY, 2012

▶ US Defense Trade Controls
2-3 MAY, 2012

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US Commercial Export Controls & Embargoes 19-20 MARCH 2012
US Defense Trade Controls 21-22 MARCH 2012

Montréal, QC CANADA

US Commercial Export Controls & Embargoes 14-15 MAY 2012
US Defense Trade Controls 16-17 MAY 2012

Washington DC USA

US Export Controls 11-12 June 2012
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US Export Controls 25-26 June 2012
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For more information & complete schedule, visit:
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ITC Strategies is a comprehensive export and import compliance consulting business offering a wide range of tailored services from one-time compliance assessments to the development of complete Corporate compliance programs. ITC Strategies can provide in-house training as well as larger scale seminars on ITAR, EAR and Customs compliance. We can also offer consulting, analysis, advice and assistance with: DDTTC Registration, Compliance Assessments, Licensing Preparation, License Management, Customs and Shipping, Compliance Manuals, Voluntary Disclosures, Commodity Jurisdictions, Commodity Classifications and Consent Agreements.

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With more than a century's worth of experience, Oppenhoff & Partner advises clients on all aspects of business law. Since our beginnings in 1908 in Cologne, we have grown into one of Germany's leading national and international business law firms thanks to the foresight and guidance of Dr. Walter Oppenhoff. During the years between 2001 and 2008, we strengthened our global position by joining with the British law firm Linklaters, and on January 1, 2008 we created our current firm of 55 expert lawyers ready to serve you.



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The newly established World Trade Center Club London provides a business and social forum that opens doors and builds connections from and to business parties in the UK region (London, Southampton, Milton Keynes, Hull & Humber). It

provides visiting business and potential tenants with a prominent office address and through its trade services it facilitates a peer to peer network with companies, trade organisations and agencies to share best practices, build relationships, skills, knowledge and opportunities to increase international trade growth.

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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

