



SEMINAR SERIES IN **Singapore**
19-22 March, 2012 • HILTON SINGAPORE



US Export Controls on Non-US Transactions[™]

A PRACTICAL GUIDE

Understand how United States export control rules impact Asian 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

19-20 MARCH, 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

21-22 MARCH, 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



US EXPORT
CONTROLS REFORM
COVERED IN
BOTH!



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
- Customer service representatives
- Government liaisons
- Trade logistics personnel

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US Export Controls on Non-US Transactions PROGRAM

US Commercial Export Controls & Embargoes Seminar

19-20 MAR, 2012

Registration: 8:30 on 19 MARCH
Program: 9:00 to 17:00 on 19-20 MARCH

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

21-22 MAR, 2012

Registration: 8:30 on 21 MAR
Program: 9:00 to 17:00 on 21 MAR
Program: 9:00 to 15:00 on 22 MAR

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 19 February, 2012	If You Pay After 19 February, 2012
US Commercial Export Controls & Embargoes	<input type="checkbox"/> \$1250USD	<input type="checkbox"/> \$1350USD
US Defense Trade Controls	<input type="checkbox"/> \$1150USD	<input type="checkbox"/> \$1250USD
OR register for BOTH Seminars	<input type="checkbox"/> \$2050USD	<input type="checkbox"/> \$2250USD

Seminar Training Manual Options:

Printed manual INCLUDED with registration: **NO CHARGE**

Add e-Manual in searchable format (optional): **\$100USD**

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HOTEL INFORMATION

Seminar held at:
Hilton Singapore
581 Orchard Road,
Singapore 238883

Telephone: +65-6737-2233
Fax: +65-6732-7237
Website: www.hilton.com
Email: catherine.chong@hilton.com

Special room rate for seminar attendees**:
S\$325.00/night single/double
(Price is in Singapore dollars)

****limited quantity, book early to ensure reduced rate**

TO BOOK A GUEST ROOM:

Fax the reservation form on page 5 to the hotel at +65-6732-7237.

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 19 FEBRUARY, 2012 and save up to **\$200USD !**
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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 USD 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



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US Export Controls

on Non-US Transactions: A PRACTICAL GUIDE

at HILTON SINGAPORE HOTEL

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

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US Export Controls 23-24 JANUARY, 2012
Defense Trade Controls 25-26 JANUARY, 2012

Orlando, Florida USA

US Export Controls 20-21 FEBRUARY, 2012
Defense Trade Controls 22-23, FEBRUARY 2012

London, UK

US Commercial Export Controls 30 APR - 1 MAY, 2012
US Defense Trade Controls 2-3 MAY, 2012

Montréal, QC Canada

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

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: DDTC 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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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:

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.

SCOTT M. GEARITY is a Principal of BSG Consulting. Scott joins BSG from Microsoft Corporation, where he held a variety of international trade compliance roles. Prior to joining Microsoft, Mr.

Gearity was a consultant at two boutique Washington-based export control consulting firms, MK Technology and Export Strategies, LLC. Mr. Gearity's clients have ranged in size from small start-ups to some of the world's largest companies, in industries including software, computer hardware, telecommunications, aerospace, and energy. Mr. Gearity is practiced in designing and implementing compliance programs, integrating controls into enterprise resource planning systems, conducting audits, and seeking export authorizations from government agencies. Mr. Gearity holds a Bachelor of Arts degree in international studies and economics from American University. He is also a licensed US customs broker.

GREGORY CREESER 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. Prior to Goodrich, he worked for four years as the Corporate Manager for Export and Import Compliance within TRW's Washington Operations office. 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. He has spoken at numerous conferences and seminars both in the US and Internationally on Export Issues.

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“The quality of the training is very high. The trainers were able to take a very tough topic and made it interesting and easy to understand. The flow of the presentation was excellent.”

Alan Ng, UNIX Security and Compliance Engineer
T-Systems ASIA



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