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# US Export Controls / Defense Trade Controls SEMINAR SERIES

This seminar series provides both novice and experienced export compliance professionals with an in-depth education on regulations administered by the US Departments of State, Commerce & Treasury. Our instructors are widely respected experts in the field of export compliance with many years of experience in interpreting and applying the rules. Expect to leave these seminars with an in-depth understanding of what the current rules are and what you need to do to keep your company compliant.

## SPRING 2012 SEMINAR SERIES

### US EXPORT CONTROLS

2-DAY SEMINAR

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:

- » Introduction to Export Controls
- » Classification
- » Shipping and Licenses
- » China Military Catch-All Rule
- » Reexports
- » Office of Foreign Assets Control Regulations
- » Antiboycott Regulations
- » Information Technology, Technical Data & Software
- » Export Enforcement Issues & Effective Export Compliance

**Register for either seminar or BOTH and save \$200!**

### DEFENSE TRADE CONTROLS

2-DAY SEMINAR

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

#### TOPICS INCLUDE:

- » Munitions Export Controls Overview - ITAR, DDTC & more
- » Controlled Items and Activities
- » License Requirements
- » Brokering Issues
- » Political Contributions
- » Technical Data Considerations
- » License, Agreement & Exemption Management
- » License Application Workshop
- » Internal Control Programs

visit our website for more seminars  
[LearnExportCompliance.com](http://LearnExportCompliance.com)

**NEW EXPORT CONTROLS REFORM ISSUES!**

- ◆ **Get the most up-to-date information about regulations**
- ◆ **Receive real-world advice on managing your daily compliance challenges**
- ◆ **Complex regulations explained in plain language**

SEMINAR SPONSORS:



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## DAY 1

REGISTRATION: 8:00 AM  
PROGRAM: 8:30 AM to 5:00 PM

### Introduction to Export Controls

- ▶ Controlled Activities
- ▶ The Export Administration Regulations
- ▶ The Commerce Control List
- ▶ Subject to the EAR
- ▶ Penalties for Noncompliance

### Step One: Classification

- ▶ CCL Overview
- ▶ Export Control Classification Numbers (ECCNs)
- ▶ Determining the ECCN
- ▶ EAR99 and NLR

### Shipping Without an Export License

- ▶ No License Required
- ▶ ECCN-driven License Exceptions
- ▶ Other Useful License Exceptions

### License Applications and Shipping Documentation

- ▶ Export License Applications, Commodity Classification Requests
- ▶ The Automated Export System
- ▶ Harmonized Tariff Schedule and the Schedule B

### China Military Catch-All Rule

### Reexports

- ▶ General Guidelines
- ▶ Who is Responsible?
- ▶ Foreign-Made Items Incorporating U.S. Parts
- ▶ Foreign-Made Items Produced with U.S. Technology

### NEW Export Controls Reform Issues

## DAY 2

PROGRAM: 8:30 to 5:00

### Sector Focus: Information Technology

- ▶ Computers, Telecom and Software Controls
- ▶ Encryption Controls

### Sector Focus: Aerospace

- ▶ Aerospace Export Classification
- ▶ Special Considerations for Aerospace

### Other Controls

- ▶ Office of Foreign Assets Control Administered Regulations
- ▶ EAR Special Country Controls
- ▶ Antiboycott Regulations

### Current Issues

- ▶ Recent Regulatory Changes
- ▶ Regulatory Outlook

### Technical Data & Software

- ▶ General Guidelines
- ▶ "Publicly Available" Information
- ▶ Deemed Exports to Foreign Nationals
- ▶ Internet Exports
- ▶ Relevant License Exceptions

### Export Enforcement Issues

- ▶ What is the Office of Export Enforcement?
- ▶ What to Do When Enforcement Comes Knocking
- ▶ Enforcement Case Studies
- ▶ Preventing Violations
- ▶ Coping with Violations

### Effective Export Compliance

- ▶ Understanding All the Regulations
- ▶ Assigning Responsibility
- ▶ Red Flags: Knowing Your Customer
- ▶ Domestic Sales to Known Exporters
- ▶ Export Management System Guidelines

# Defense Trade Controls Seminar | 2 day agenda

ORLANDO • EMBASSY SUITES ORLANDO INTERNATIONAL DRIVE • FEBRUARY 22-23, 2012

## DAY 1

REGISTRATION: 8:00 AM  
PROGRAM: 8:30 AM to 5:00 PM

### Munitions Export Controls Overview

- ▶ ITAR
- ▶ DDTC and other Government Agencies

### Controlled Items & Activities

- ▶ Registration
- ▶ US Munitions List
- ▶ Commodity Jurisdiction
- ▶ Defense Articles, Services, Technical Data & Software
- ▶ Significant Military Equipment
- ▶ Prohibited Countries
- ▶ Controls on Overseas Activities
- ▶ Transfers
- ▶ Exercises: Making ITAR Decisions

### License Requirements

- ▶ Exemptions
- ▶ Types of Licenses
- ▶ Agreements
- ▶ Exercises

### Special ITAR Issues

- ▶ Brokering Issues
- ▶ Political Contributions & Fees
- ▶ Transfers to Parties in the United States
- ▶ Exercises

### NEW Export Controls Reform Issues

## DAY 2

PROGRAM: 8:30 to 5:00

### Technical Data Special Considerations

- ▶ Public Domain
- ▶ Exemptions
- ▶ Foreign Nationals
- ▶ Electronic Transfer and Access
- ▶ Sales, Marketing & Proposals
- ▶ Exercises

### License, Agreement & Exemption Management

- ▶ Certification Requirements
- ▶ Reporting Requirements
- ▶ Amendments
- ▶ Endorsements
- ▶ Political Contributions & Fees
- ▶ Exercises

### License Application Workshop

- ▶ Forms, Certifications and Support Documents
- ▶ Government Processing
- ▶ New Initiatives for Expedited Processing
- ▶ Exercises

### Internal Control Programs

- ▶ Government Guidelines
- ▶ Nunn-Wolfowitz Standards
- ▶ Practical Approaches to Compliance
- ▶ Maximizing Your Return on Compliance Resources

# ECTI FACULTY

**\*\*seminars are staffed by two or more of the following instructors**

**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 controls 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.

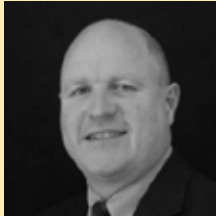
**SUZANNE D. REIFMAN** is a partner with Vinson & Elkins' Washington DC practice. Suzanne's comprehensive export controls experience involves assisting clients in conducting international business transactions competitively and in compliance with U.S. and foreign laws and regulations. Counseling primarily involves assisting clients in a variety of industries with a variety of complex export and import-related issues, including compliance with the International Traffic in Arms Regulations (ITAR); the Export Administration Regulation (EAR); export regulations administered by the Department of Energy (DOE) and Nuclear Regulatory Commission (NRC); sanctions regulations administered by the Office of Foreign Assets Control (OFAC); import regulations administered by the Bureau of Alcohol Tobacco Firearms, and Explosives (BATF); applicable regulations administered by the U.S. Customs and Border Protection and Census Bureau; and the Foreign Corrupt Practices Act (FCPA).



**SANJAY MULLICK** is counsel with Pillsbury Winthrop Shaw Pittman LLP. Mr. Mullick concentrates his practice in export controls, economic sanctions, international dispute resolution and international trade regulation. He has a broad range of experience providing counsel to companies on export control matters administered by the Bureau of Industry and Security (BIS) under the Export Administration Regulations (EAR) as well as economic sanctions administered by the Office of Foreign Assets Control (OFAC). Mr. Mullick advises governments and companies in international arbitration and litigation, including dispute resolution proceedings under the investment provisions of the North American Free Trade Agreement (NAFTA) and bilateral investment treaties, administered under the rules of the International Center for the Settlement of Investment Disputes (ICSID) and the United Nations Committee on International Trade Law (UNCITRAL). He represents clients in trade remedy proceedings, including antidumping and countervailing duty investigations and suspension agreements before the Department of Commerce, the International Trade Commission and the Court of International Trade.



**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.



**NANCY A. FISCHER** is a partner with Pillsbury Winthrop Shaw Pittman LLP and concentrates her practice in international trade law and international dispute resolution including compliance and litigation matters related to export controls and embargoes, foreign investment reviews under the Committee on Foreign Investment in the U.S. (CFIUS), Foreign Corrupt Practices Act, trade remedy laws, customs law, and WTO and NAFTA disputes. Ms. Fischer counsels clients on regulations governing export controls and embargoes administered by the Directorate of Defense Trade Controls, the Defense Technology and Security Administration, the Bureau of Industry and Security and the Office of Foreign Assets Control. She has developed internal compliance programs, including extranet sites to provide clients a centralized source for record keeping and regulatory updates.



**STEPHAN E. BECKER** is the leader of Pillsbury's International Trade practice. His practice encompasses a broad range of legal subjects in the areas of international trade regulation and international law. He works with companies in a wide variety of industries, representing clients before the Commerce Department, State Department, Treasury Department, and International Trade Commission, as well as in international arbitrations. Mr. Becker is an authority on international trade agreements and public international law and has advised foreign governments on issues involving their treaties with the U.S. He has been involved in numerous international dispute settlement proceedings governed by the International Centre for the Settlement of Investment Disputes and the World Trade Organization, among others. Mr. Becker regularly advises companies on export control restrictions and embargoes, customs law matters, and compliance with the regulations of the Committee on Foreign Investment in the United States (CFIUS), and represents clients in antidumping and other trade remedy proceedings. Mr. Becker is acknowledged as a leading International Trade lawyer in Chambers Global: The World's Leading Lawyers for Business and Chambers USA: America's Leading Lawyers for Business in the category International Trade: Trade Remedies & Trade Policy.



**SCOTT M. GEARITY** 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. Gearity 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. Gearity 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. Gearity holds a Bachelor of Arts degree in international studies and economics from American University. He is a licensed US customs broker.



**THOMAS M. DEBUTTS** is partner in the firm Pillsbury Winthrop Shaw Pittman LLP. His practice is concentrated on the complex web of U.S. international trade controls, focusing primarily on regulatory regimes such as the Export Administration Regulations (EAR), International Traffic in Arms Regulations (ITAR), and economic sanctions regulations administered by the Department of the Treasury, Office of Foreign Assets Control (OFAC). Mr. deButts' extensive experience includes export control compliance reviews and internal investigations for possible violations of export control and sanctions regulations; voluntary disclosure of such violations; and representation of companies in administrative enforcement proceedings. Mr. deButts served in BIS from 1984 to 1989 where he was Director of the Exporter Assistance Staff and has provided training to U.S. Customs inspectors on export control laws. J.D. George Mason University School of Law; A.B. Economics, Duke University.



**EXPORT COMPLIANCE TRAINING INSTITUTE**  
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## Hotel Reservations

A limited block of guest rooms at the venue hotel is reserved for the seminar. They are available on a first-come, first-served basis. Limited number of rooms - **book early to ensure availability!**

HOTEL: Embassy Suites Orlando Int'l Drive  
8978 International Drive  
Orlando, FL 32819 USA

To make reservations:  
Call (800) 433-7275 and mention Export Compliance Training Institute Group

Group reservation cut-off date: 1/20/2012  
Guest room rate: \$209 single/ \$229 double

## 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.

▶ A certificate is issued to each attendee upon completion of the seminar.

▶ Dress code is business casual. A light breakfast, beverages, snacks and a lunch will be served each day.

▶ Our seminars are approved for CLE credits by the California State Bar Association.

▶ Export Compliance Professional (ECoP™) Accreditation testing is available on both EAR and ITAR. This accreditation is documentation of the ability to correctly apply the regulations in real-life scenarios.

### Fax or mail this form to:

Jill Kincaid  
Fax: +1 540 433 3978

Export Compliance Training Institute,  
243-L Neff Avenue Harrisonburg, VA 22801  
USA

### QUESTIONS?

Tel: +1 540 433 3977  
Email: [jill@learnexportcompliance.com](mailto:jill@learnexportcompliance.com)

# Seminar Registration Form

ORLANDO 2012 US EXPORT CONTROLS / DEFENSE TRADE CONTROLS

EMBASSY SUITES ORLANDO INTERNATIONAL DRIVE, 8978 International Dr., Orlando, FL USA



## ATTENDEE INFORMATION

Attendee's First Name \_\_\_\_\_ Middle Initial \_\_\_\_\_

Attendee's Last Name \_\_\_\_\_ Mr Mrs Ms

Job Title \_\_\_\_\_

If different from above, enter your name as you would like it to appear on your certificate or your badge:

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Fax \_\_\_\_\_ How did you learn about this seminar? \_\_\_\_\_

\*\*confirmation will be sent to the email address listed above

## TUITION

I would like to attend:

US Export Controls Seminar (FEB 20-21, 2012) \$1075.00

Defense Trade Controls Seminar (FEB 22-23, 2012) \$1075.00

BOTH Seminars (FEB 20-23, 2012) \$1950.00

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Seminar Training Manual:

Printed manual INCLUDED with registration NO CHARGE

Add electronic e-Manual(s) in searchable format (optional) \$100.00

ECTI Export Compliance Professional (ECoP™) Accreditation Test (optional): \$100 per seminar test

See [learnexportcompliance.com/accreditation](http://learnexportcompliance.com/accreditation) for details

**TOTAL AMOUNT DUE:**

We provide discounts for multiple attendees from the same company, government employees and companies participating in our Corporate Partnership Program.

Contact us for details: Tel: +1 540 433 3977 Email: [jill@learnexportcompliance.com](mailto:jill@learnexportcompliance.com)

All discounts must be arranged prior to the seminar date.

## PAYMENTS BY CREDIT CARD:

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Credit Card Number \_\_\_\_\_

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## OR BY CHECK:

Make check payable to:  
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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.

Hotel: The cost of accommodation is not included in the tuition. To book the hotel, please see instructions in left-hand column.