



SEMINAR SERIES IN **Montréal**
14-17 MAY, 2012 • LE CENTRE SHERATON Montréal

US Export Controls on Non-US Transactions[™]

A PRACTICAL GUIDE

Understand how United States export control rules impact Canadian 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. They also cover Canadian export controls, economic sanctions and military product and technology controls, subject to differing and sometimes conflicting Canadian and U.S. requirements. **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

14-15 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
- Key Canadian Controls & Conflicts

US Defense Trade Controls

2-DAY SEMINAR

16-17 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 & 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
- Canadian Controlled Good Program
- ITAR Conflicts with Canadian Human Rights Law
- 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 and Canadian export regulations

WHO SHOULD ATTEND:

Canadian 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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NEW!
US Export Controls
REFORM
--covered in both
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US Export Controls on Non-US Transactions PROGRAM

US Commercial Export Controls & Embargoes Seminar

14-15 May, 2012

Registration: 8:30 on 14 May
Program: 9:00 to 17:00

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
- Canadian Exemptions: Exports & Imports, Retransfers, Documentation Requirements
- 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

Canadian Export Controls and Conflicts with US Requirements

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.

US Defense Trade Controls Seminar

16-17 May, 2012

Registration: 8:30 on 16 MAY
Program: 9:00 to 17:00 on 16 MAY
Program: 9:00 to 15:00 on 17 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

- Canadian Exemptions
- 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

Canada's CGP

ITAR Conflicts with Canadian Human Rights Laws

Compliance Programs

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SEMINAR REGISTRATION FORM

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Seminar confirmation and payment receipt will be sent to this email address.

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TUITION

	If You Pay Before or On 14 April, 2012	If You Pay After 14 April, 2012
US Commercial Export Controls & Embargoes	<input type="checkbox"/> \$1250 ^{USD}	<input type="checkbox"/> \$1350 ^{USD}
US Defense Trade Controls	<input type="checkbox"/> \$1150 ^{USD}	<input type="checkbox"/> \$1250 ^{USD}
OR register for BOTH Seminars	<input type="checkbox"/> \$2050 ^{USD}	<input type="checkbox"/> \$2250 ^{USD}

Seminar Training Manual Options:

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

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NOTE: Checks must be in US dollars and drawn on a US bank. Mail checks to our address below. Our Tax ID: 26-1638450

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If you would like to pay by wire transfer, contact us for instructions.

Jill@learnexportcompliance.com
 Tel: +1 540 433 3977
 Fax: +1 540 433 3978

HOTEL INFORMATION

Seminar held at:
Le Centre Sheraton Montréal
1201 Boulevard René-Lévesque West
Montréal, QC, HSB 2L7 Canada

Telephone: 514 878 2048
 Reservations: 800 325 3535
 Website: www.Sheraton.com/Montreal

Special room rate for seminar attendees:
 \$229.00/night (single/double)

The discounted room rate is available until 26 APRIL, 2012

TO BOOK A ROOM:

Call Sheraton reservations at 1-800-325-3535 and mention the Export Compliance Training Institute

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.

YOU SAVE UP TO \$350
 if you sign up for both seminars

SEMINAR DISCOUNTS

- ▶ Sign up early for the seminars by 14 April, 2012 and save up to **\$200^{USD}!**
- ▶ 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 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
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- ▶ **US Commercial Export Controls & Embargoes**
14-15 MAY, 2012
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16-17 MAY, 2012

OTHER EXPORT COMPLIANCE SEMINARS:

Singapore

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

London

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

Washington DC, USA

US Export Controls 11-12 June 2012
Defense Trade Controls 13-14 June 2012

San Francisco, CA USA

US Export Controls 25-26 June 2012
Defense Trade Controls 27-28 June 2012

For more information & complete schedule, visit:
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Website: tradecontrols.com

BSG Consulting is a global trade consulting firm that advises companies on how best to comply with export, import, transaction and activity regulations administered by the US Departments of Commerce, State and Treasury. BSG's consultants have extensive industry and government experience. Our wide range of services include providing day-to-day compliance consulting, conducting export compliance assessments, assisting companies with drafting and implementing export procedures.

McCarthy Tétrault

Website: www.mccarthy.ca

McCarthyTétrault is a Canadian law firm that delivers integrated business law, litigation services, tax law, real property law, labour and employment law nationally and globally through offices in Vancouver, Calgary, Toronto, Ottawa, Montréal and Québec City, as well as London, UK. McCarthyTétrault's International Trade & Investment Law Group is recognized worldwide for its experience in trade and investment law matters, and is regularly ranked as one of Canada's leading firms in international trade law. Members of our group are acknowledged leaders in their fields and are routinely recognized among the leading Canadian practitioners.

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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 startups 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 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.

JOHN BOSCARIOL is head of McCarthy Tétrault's International Trade and Investment Law Group and a partner in the Litigation Group. He is ranked as a leader in the field of international trade law in numerous legal directories, and has been identified as one of the top 25 international trade lawyers in the world by Expert Guides to the World's Leading Lawyers - Best of the Best 2008. Mr. Boscariol is a recognized expert on compliance and enforcement matters with respect to export controls over goods, technology and services, military and defense controls and related programs, economic sanctions, blocking orders regarding foreign extraterritorial measures, Canada's Controlled Goods Program, government contracts, and other trade controls and national security measures. He also advises both private and public sector clients on the application of international trade and investment protection agreements and other international trade matters.

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Email: jill@learnexportcompliance.com

“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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