



“Partnering for Compliance™” East Coast 2010
February 17, 18 & 19, 2010 - University of Central Florida, Orlando

SAMPLE COMMENTS FROM PARTICIPANTS

“Partnering for Compliance “ East Coast 2010 was a unique conference which encouraged audience participation and sharing of experience with other attendees in a relaxed environment with unprecedented access to the U.S. Government speakers. The cost of admission was half the price of comparable conferences with the same high caliber speakers, but structured and conducted in a more informal and intimate setting that made for a most enjoyable experience.

Michael Delany
Senior Manager Export Operations
Alliant Techsystems Inc - Washington Operations
Arlington, VA 22209

Ailish, thanks for putting on such a worthwhile conference. One of the early presenters said “We’re from the government, and we’re here to help”. That drew a chuckle from the attendees. But as the conference progressed, I actually became a believer! Each speaker was very knowledgeable and interested in answering all our questions.

Dan Majoros
Logistics Manager
Doosan Infracore America

This was the best export compliance seminar that I have ever attended. I have been going to export compliance seminars/conferences/classes at least two times a year for the last six years. The speakers that held my interest and provided the most/best information that related directly to our small business are as follows Dale Kelly – Census Bureau – AES, Jose Pagan - Special Ice agent, Jessica Brinkman OFAC, Gene Christian BIS, Ed Weant III BIS Anti boycott, Terry Davis – DDTC Licensing, Kenneth Oukrop – DTSA and Glenn Smith DDTC Enforcement. This conference provided our company with valuable information that will help us run our business better. I would gladly recommend this particular conference to everyone I know inquiring about export compliance conferences/seminars. Keep up the great work and I hope to attend again in the future. Best Regards

Larry Pelatowski
Shipping Manager/Empowered Official, Rotair Industries, Inc., Bridgeport, CT.



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Let me begin by saying the "Partnering for Compliance" Conference was one of the best and most useful conferences I have ever attended. I have been in the Export/Import Compliance world for 6 years and generally try to attend 2 conferences a year to stay current on the issues and regulations. This is the first conference I have found that featured representatives from multiple agencies of the State Department and Commerce, not to mention DOD, Customs, and Treasury. I actually cancelled my attendance at a different conference to attend yours, and it was one of the best decisions I have made. To be able to actually sit and speak one on one with these representatives is, in my experience, unprecedented. And an invaluable bonus that I was not expecting.

The icing on the cake was the eagerness of the attendees to engage one another to talk of the problems they have (and solutions they've found!). This was a conference first for me. In my experience, most conferences are just too large and the attendees tend to scatter at the end of the day, not to be seen again until the morning. Our evening talks over cocktails and dinner were not only entertaining, they were almost as much a learning experience as the conference itself!

I look forward to seeing you next year - as the saying goes, "I'll be back"! Best Regards,

Gary
Gary Cotton
Sr Product Classification Specialist
Rockwell Collins

"This conference provides valuable information from the most knowledgeable individuals in the Trade Compliance field. The presenters are literally world class, holding key positions in both government and the legal community. I strongly recommend it for anyone whether you're just breaking into this field or a seasoned professional, you will get value."

Joseph V. Barbieri
Director, Contracts & Trade Compliance
Alcoa Forgings & Extrusions

Congratulations on the success of the 9th Partnering for Compliance Conference. This was the third year in succession that I have made the long haul from Switzerland to Orlando purely to attend your conference.

Attendance at the conference is a key element of our compliance education programme as it provides an excellent platform to listen to, benefit from and talk with key U.S. government officials, an opportunity that is not so readily available at similar conferences in Europe. In summary, "an excellent learning opportunity".

Kind Regards,
Richard
Richard Paterson
Director, Business Support Marketing, Pilatus Aircraft Ltd, Stans, Switzerland



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This was my first time attending a Partnering for Compliance conference; normally I attend the SIA conferences in D.C. I must say that I was very pleased. There were more topics covered, I guess I would have to say it was like a one stop shop. The speakers were wonderful and very informative. I look forward to attending these every year.

Thanks again.

Samantha Davis
Lynden Air Cargo
Chief Export Compliance Officer

I would like to offer my sincere appreciation for your efforts in organizing what I believe to be one of the finest conferences surrounding the topic of export controls. Having attended similar conferences hosted by the U.S. Departments of State and Commerce and local entities such as the "Florida Industrial Security Working Group" or regional organizations such as SIA, I can genuinely state that the "Partnership for Compliance" conference intertwines relevant export scenarios with expert advice in a manner that dissects the nebulous world of export regulation into practical application. The "Partnership for Compliance" conference provides an unparalleled venue to communicate one-on-one with Government Regulatory and Enforcement staff to acquire their direct day-to-day operational techniques -- invaluable knowledge as industry seeks to ensure compliance, and obviate risk. The presenters are government and industry experts more than willing to give guidance on the interpretation, application, and methods necessary to establish and execute an effective export program that meets regulatory requirements.

Mike Miller
University of Central Florida
Assistant Director for Export Controls

Thank you and your team for the hard work you put into conference. I thoroughly enjoyed myself and received great information. I did fill out my survey and I am looking forward to next year.

Shallyn N. Williams, CUSECO
Export Compliance Officer
Olin Corporation
Winchester Division



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- The accessibility of the government speakers [i.e., Gene Christiansen] was well appreciated. The one-on-one meetings were effective in answering "specific" questions.
- The last speaker, Bernadette Peers, is a good example of providing important export-import information in a way that the audience does not feel apprehensive in asking questions regarding the presentation. She was a "perfect" last speaker as she appeared to be still energetic after three days of conference.

Julie Hawley, CUSECO®

Certified U.S. Export Compliance Officer)
Global Trade Controls Export Administration, The Boeing Company

The first time I have attended the conference was about 3 years ago. Since then, I have broadened my knowledge in the Export field. This time attending, I have absorbed so much. There was not a boring speaker. All speakers were very informative and interesting to listen to. I have never been at compliance seminar that I did not want to fall asleep halfway through the day. But I surprised myself being very much away through each day. You and your staff did a spectacular job putting this together. . Look forward for me attending next year.

Best regards,

Darrell Gajadhar, Lic CHB
FLG MCO, Business Development

I felt that all speakers were sincere in their organization's commitment to be responsive and provide a high degree of service, and to assist the trade community in understanding their role and responsibilities with compliance.

Regards,

Mike
Mike Smith
International Trade Compliance
Sanmina-SCI Corporation

It was truly my pleasure to attend. This was my second Partnering for Compliance Conference and it was remarkable how valuable this second attendance turned out to be. This is an awful lot of information for a first timer to absorb. And, to be honest, I left the first conference



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confused and worried. I've since established a close relationship with Barbara Clements & Associates and under her guidance and encouragement I have done a tremendous amount of reading and learning. This second conference was a real blessing as I much better prepared to separate the wheat from the chaff, as the saying goes, and decide what information applied to my situation.

If I could make just one comment to future new participants it would be to come with an open mind, use this time to build relationships, follow up on the conference with your new "partners" (who ever they may be) and plan immediately to attend the next available new conference. These relationships combined with the more comprehensive understanding that the second attendance brings are the keys to understanding what you need to do to fulfill your compliance obligations.

Thank you again for the opportunity to attend, which has empowered me to strengthen my company through proper compliance procedures.

Regards,

Mark Hendricks
VP of Technical Development
Blackpowder Products, Inc.

I want to tell you how much I appreciated your hospitality and show of love for me at your conference. You really made me feel wanted, needed and an important solution to the complexities of trade regulations. I think you run one of the best conferences for those new to the business and I am already looking forward to next year!

Many thanks for all you did to make my experience a memorable one! Sincerely,

Jerry
Jerome M. Greenwell
Consultant, Miller & Company PC, Washington, D.C.

I think this conference does a tremendous job of bringing exporting manufacturers, freight forwarders and the various governmental agencies together to better understand each other's roles and how we can indeed partner together for the best compliance possible.

Kind regards,

Steve Burton
District Manager
Central/North Florida, **DHL Global Forwarding, Orlando, FL**



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Hi Ailish, the east coast conference was great as usual. I have attended every one and each year I find that I continue to grow my knowledge thanks to the bountiful list of excellent speakers and participation by key representatives of all the relevant agencies involved in export administration and compliance.

As you are aware a little over a year ago I opened my own very successful export consulting business. This would have not been possible if I did not have access to the Partnership for Compliance conferences and the vast network of individuals I have met. The knowledge I have gained and the network established over the years continues to prove to be the key to my success and allows me to bring a wealth abundance of resources to my clients when required.

A special thank you to you and your team of volunteers for another job well done.

Len Hamel
President, LGH, Inc.
Export Compliance Services

I wish to congratulate you again this year for hosting the "Partnering for Compliance" Conference. As in previous years it was a most informative session covering many aspects of Trade. As a Canadian, I value the quality of speakers from Washington at this event. They are extremely knowledgeable in their area of expertise which allows for a solid understanding of U.S. Customs processes. I sincerely hope you will continue to entertain this event in coming years as I find it a valuable tool as I expand my knowledge base of Compliance in the U.S. Again Ailish, I congratulate you for a most informative event.

Bill Bellinger
Customs and Transportation Manager
Fisher Scientific - Part of Thermo Fisher Scientific
Whitby, Ont. Canada

"The speakers at this conference were awesome – they had the ability to bring their expertise to a whole new level of understanding for those of us who are just entering the "Export Compliance" field."

"This conference was of added value to me....the atmosphere was such that all participants felt very comfortable in asking questions throughout the entire conference. "

"My many thanks to Ailish and her team for putting together a very informative conference with outstanding speakers – excellent job by all."

Donna L. Spurlock, FSO
Director, Global Security & Export Control, IAP Worldwide Services, Inc. Cape Canaveral, Florida 32920

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I would like to extend a genuine appreciation for the participation of the Senior Government Officials and Industry Professionals that attended the seminar. It's obvious they are concerned about the industry and how the rules and regulations they enforce affects us. It was good to see that they give the presenting and was available for Q&A's both in a formal and informal setting. In an industry so diverse, complex and demanding, it is outstanding to have these individuals deliver extensive, detailed information.

A terrific seminar with a vast amount of information and networking opportunities. The seminar is not only terrific learning experience for those who are new to the industry, but an excellent reminder for veterans as well. I can't thank you and Barbara enough for your time and efforts in putting this annual seminar together, the information and contacts made are very vital.

It was a real benefit for me to get to personally meet Gene Christiansen, BIS Licensing and some of the other speakers from Department of State, Census (Dale Kelly) was FANTASTIC and other organizations.

An excellent seminar and one that I would highly recommend to all level compliance professionals.

This was my first time to attend and I will certainly make every effort to return again.

Clauzette

Clauzette Moss
Trade Compliance
ITT Corporation, Communications Systems, Fort Wayne, IN

"I found the seminar very collaborative in the approach to achieving compliance in international trade as set forth by the various regulatory government bodies. The depth of the information conveyed was appropriate. I appreciated the overall tone of the conference in keeping our nation's best interests and success of our businesses as a win, win proposition."

Tina Schmeisser, Senior Scientist
Midwest Research Institute-Florida Division



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When I returned from the Partnering for Compliance Conference, I found the Conference materials to be extremely helpful in my day to day export compliance work. The speakers provided more than the usual beginners' basics on export compliance. They were able to cover their topics in depth since they were provided with enough time to fully cover their materials and took considerable amount of time for questions. By far, the most beneficial aspect of the Conference was the high level of the speakers and the ability to meet with them one on one to address my company's specific questions and requests. In fact, I made such good contacts within the Department of Commerce while at the Conference that the following week my boss called my new contact at BIS (Gene Christiansen) with further questions which led us to a quick and clear decision on a difficult export compliance matter. This not only saved us time and money in this instance, it helped us better understand the Commerce Department's interpretation of the regulations that we use every day. I highly recommend this Conference and will encourage my Company to send more participants from our department next year.

Leslie Browne
Supervisor, Legal/Contracts
CD-adapco
New York Office