



**“Partnering for Compliance™” East Coast 2012
February 22-24, 2012, University of Central Florida, Orlando**

Sample Participant Comments

This conference was a game changer for our small company dealing with ITAR specific issues. The distinguished presenters at your conference are the key policy officials that we rely on to navigate accurate licensing and reporting to the USG. The presentations were extremely informative, and delivered with passion. The added benefit, that cannot be stressed enough, was all of these individuals went to every effort to answer questions in conference or discreet sidebar. These government folks “came to help” the small to medium export business community. This evolving partnership between the government and the business community will ensure the appropriate balance between commerce and national security. I thank you for the opportunity to participate, and highly recommend your conference to any business that deals in foreign exports!

Thomas Miller II
Director of Operations
Training & Security Group International, Inc.,
Lake Mary, FL.

It was a true pleasure to meet you and to be a part of your conference. Thank you for taking the time to put together such an amazing learning experience. I thoroughly enjoyed meeting the guest speakers and learned immensely. Being new to the Export arena, I found the subject matter extremely interesting as well as extremely important. I am very grateful to have been given the opportunity to attend such an extraordinary event which was superbly organized, highly informative and very intense to say the least. I look forward to learning more and more each day with the tools given and I can't wait to attend your conference again next year!

Please extend my thanks to all of the government officials who took time out of their busy schedules to teach us about each one of their sectors personally. I walked away very impressed by their presentations and their repertoires.

Again, thank you for letting me part of such and extraordinary event.
Very best regards,

Monica Alvarez-Tabraue
Import Export Coordinator
Taurus Int'l Mfg Inc.
Miami, FL



As always, the visit was very rewarding. It was rewarding on three fronts. The first – and most important – I learn something new every year. It is vital in our industry to be as current as you possibly can with these ever changing regulations, so to be able to get the latest information in one place, is a great asset to those of us in the business. Your conference provides this, year after year, at an affordable price and as you pointed out, with some of the most knowledgeable people in the business. Before I started attending your conferences, I would have to attend a minimum of three different conferences to get less information than what I consistently get from your conference every year. I would attend a Commerce training session for the CCL products, an SIA conference for the ITAR and a private firm session for customs. With your conference, we get all of that plus, enforcement, UK information, OFAC, etc.

The second reason I enjoy your Conferences is that I meet other people in the business. This year I actually met one of the subcontractors we have been working with for a few years. While we talk on the phone often, it was wonderful to meet her in person and actually sit beside her for two days. It's nice now when I talk with her, I'll know exactly who she is and what she looks like! It just adds the personal touch.

And lastly, the weather. I can honestly say that this year the weather was warm and welcoming. I didn't have to use my credit card to scratch the frost off my windshield in the morning as I did two years ago!

Thanks again for all your hard work to organize these sessions. I know they are a lot of work, but hopefully knowing that they are extremely beneficial to all who attend, might make it a little more worthwhile for you!

Kristie Stewart

Export/ITAR Advisor
Office of Export Control
General Dynamics Canada

Thank you for a wonderful seminar. It was great to have personal access to those high level officials who are working with the export compliance regulations every day and shaping the future of export compliance. I actually was able to approach one of these fine folks, ask a specific question and get an answer which immediately impacted our business. Bravo to a great conference. I would definitely recommend this seminar to anyone who is in the business.

Best of luck!

Rita McCabe
Empowered Official
BAE Systems IESI



I really enjoyed the conference and it was good to meet you as well. As a small business it is extremely crucial to be able to partner with organizations such as yours to bring in the resources we need for a strong compliance program. Without your support we would not be able to listen directly to these top notch presenters that provided relevant and up to date information. Our industry can be very confusing and the circumstances can vary greatly. At this event I had opportunities through interaction with other export compliance professionals to find support and better understanding of how they approach similar situations.

The regulations of the ITAR and EAR are intentionally vague so that they can apply to a greater number of commodities. However the devil is certainly in the details, and as compliance professionals we challenge ourselves daily to keep the Nation's safety and competitive advantage intact, while still being able to survive in the business world. I know we all wish that definitive answers would be given to specific situations during these seminars, but there is always something that might change the answer depending on the situation. Although hearing the government employees explaining their thought process helps us to work through the issues in the similar manner.

I truly appreciate the time and effort that you put forth to bring these knowledgeable and experienced experts in the field together, and the availability they provide by agreeing to present.

Thanks very much and I look forward to seeing you again in the future.

Warmest regards

Paul Pikel
Export Compliance Officer
ISO Group Inc.

It was a great pleasure and learning experience for me at the Partnering for Compliance gathering. It was excellent to have such senior speakers from the major compliance organizations sharing their knowledge and experience with us. The speakers answered all questions freely and clearly, which was a challenge as many of the attendees were so well informed themselves! Interacting during breaks with the speakers and the other attendees was also very useful and gratifying.

Thank you for your marvelous hosting of this event!

Best regards,

Nick

Nicolaas J. Moolenijzer | Director of Trade Compliance & Program Management
Luminator Holding L.P. Plano, Texas

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The presentations were extremely informative and intense.

So much information to take on board that it will take a few days to put together my presentation to the board here.

The level of the presentations and their content has greatly increased the knowledge that I previously held on the subject matter, and I will hopefully be returning again next year.

Please keep me informed of the date of the 2013 East Coast Partnering for Compliance.

Thanks for putting together a fun and informative 3 days and hopefully we shall meet again next year. Many Thanks

John Mair | Business Systems Administrator
Supacat Limited, Devon, UK

The conference was very beneficial and I have arranged a meeting with the University of Alabama Dean of Business School to discuss Export/Import classes at the University. That is scheduled for next month so I am anxious to hear what he has to say. I know after being at the conference my knowledge is just a drop in a thimble compared to many who were sitting in the room but that also allows me to have contact with those who know. Thank you for this opportunity.

Anita M. Crowson
Contracts & Finance Manager
MEADS, LLC

As a representative of a small business, thrust into the ITAR world through our dealings with the larger players in the market, we are committed to understanding export compliance. This event was recommended by a consultant we've used to help us setup our ITAR program, and who has been infinitely valuable as a resource. I selected this event out of numerous others due specifically to the fact that so many senior members of the various government agencies would be present. By the end of the seminar, I felt that I had a sufficient grasp of the requirements to come back to my organization and lead them forward. Just yesterday I met with senior management to share an extensive list of items I developed over the course of the seminar that I believe we should implement to further improve our system. I would also like to comment that the other resources that were provided proved to be extremely helpful, and I took advantage of both of the "after hours" sessions. I have recommended this event to my colleagues and hope that they will attend one of the next sessions. In a tough economy like this, I can say that this was money well spent. Thanks again.

Dennis Boragine
Director Quality / IT
THG Corporation



Great conference, thanks for all the effort your folks put into this event. The speakers were very insightful and I learned a lot. Please forward any information you might obtain from your speakers and thanks again!

*Lori Ray-Buonocore,
Quality Auditor, ISC Records Liaison Officer
Quality Programs*

Institutional Services Contract
URS Federal Technical Services, Inc.
KSC, FL

I know for myself and my team that what I have brought from your conference is a big help for my team to hear from the key department heads that head up our government agencies in charge of monitoring compliance and export regulations.

Some of the tips & tools they share i.e. web sites and contact names have proven very valuable for us as we work with shippers and exporters in our respective marketplaces.

Having these resources increases our knowledge and comfort level in working with our customers as we help them build their compliance programs.

I have brought 3 of my team members and at this time plan on bringing 1 or 2 additional people next year as well.

Roy Russ
Regional Manager
SBA ATL/Highways & Skyways of Ga. Inc.
Forest Park, Ga. 30297

Thanks as always for putting together a class event. Once again, I learned new things that will help us in our export procedures. Looking forward to next year!!

Dario A
Export Manager, Higher Source Aviation, Flat Rock, NC



I enjoyed the seminar. I do not know of any other seminar in the U.S. that offers export controls (BIS, DDTC, OFAC) with seasoned speakers. It is a grueling schedule but it is worth the effort. The U.S. foreign policy keeps changing and the Partnering for Compliance it's the best venue to keep myself updated.

Thank so much for your effort to help the trade community.

Best Regards,

*Jairo Leon
Licensed Customs Broker
Engineering & Trade Inc
Doral, Florida 33178*

“Partnering for Compliance” from Partnerships International is apart from the rest. I always expect and receive high quality training from professionals at this conference. The added bonus is meeting so many of my peers in the field of export compliance. I want to attend every Partnerships International conference as there are so many different experts at each one. It is also so important to hear again some of the information that I had learned before. For me, learning comes from hearing, and hearing, and hearing again. I was especially pleased this time to be refreshed again from Joe Cortez about EEI, Bart McMillian regarding recent export law cases, Gene Christiansen regarding EAR, and Jonathon Barnes with OEE in how to deal with red flags. The Partnerships evening dinner is something that I always look forward to and getting to talk informally with Experts during an evening meal is something that I don't get from any other conference. I left this conference feeling so much more confident to answer questions from coworkers regarding export compliance. This conference arms you with the information needed to excel in the career of export compliance.

Todd Allison
Export Compliance Project Manager
Sanmina-SCI Corp

I enjoyed the fast-paced and highly informative conference. I certainly benefitted from my attendance and from obtaining high-level contacts within the government agencies involved in the export compliance process.

Best regards,

Manuel J. Rigüero
President
HAWK AVIATION CORP.
Miami, FL



I just wanted to take a moment to thank you for the opportunity to receive this wonderful training!

Being a novice in this role/responsibility of Export Compliance for my company, even though I have worked here for over 7 years, is quite a daunting task and the training I received definitely made me feel more at ease. I am lucky in that our Corporate Offices at HEICO are helpful and do a lot of the work but now I understand what I need to do starting today to work with the rest of our Management Team to get a solid program in practice and ensure that we are following the requirements.

The training has been enormously helpful and informative and you're moderating and interactions with the speakers and guests made the Conference very enlightening and entertaining! You are a wonderful, engaging, extremely funny (yet professional) person and I so enjoyed this time. Being of Irish descent, but never having the pleasure of visiting Ireland-I will be sure to put visiting Trinity College on my Bucket list!

I look forward to returning to the Conference next year and again, I thank you very much for your efforts in making this available. Please also tell all your volunteers that they did a wonderful job as well.

Kristi Bisbee
Compliance Manager
ES & H Manager
Leader Tech, Inc.

This is the second time that I have attended this training seminar. The major reason for attending Partnering for Compliance is that the senior people at the government agencies give the presentations, provide insight on the changes to the regulations and respond to questions. In addition, even though there is a lot of information, covering all of the export regulations in three days is cost effective. The informal meetings with other participants to discuss their issues is also beneficial. I also like the emphasis on how-to comply with the regulations instead of the penalties. The cost is also reasonable which makes it easier to obtain approval to attend.

Bill Wittig
Cray Valley USA
VP Business & Trade Compliance



LGH, Inc.
Export Compliance Services

February 29, 2012

Ailish NicPhaidin, MPRII
President & CEO,
Partnerships International, Inc.
211 Cocoa Street, S.E.,
Palm Bay, FL 32909-4314
RE: 2012 Partnering for Compliance Conference

Dear Ailish,

Just wanted to drop you a note to thank you and your staff of volunteers, for the outstanding 2012 Partnering for Compliance Conference held on the campus of UCF this year.

As you are aware I have attended the conference in Orlando every year from the very beginning. A major benefit is that each year I come away with additional knowledge and understanding of the various U.S. and EU export and import control regulations thanks to the level of expertise of the speakers as well as those in attendance.

A significant benefit of the conference is the availability of each speaker for one on one discussion with the attendees as well as networking opportunities. I am not aware of any other regulatory conference where the U.S. Government speakers are available for such an extended period of time and are so willing to address individual questions and concerns to this extent.

The annual conference has proven to be a major contributor to my personal development in this highly complex field and has allowed me to greatly expand my network of subject matter experts and knowledge which is a major contributor to my success as an export consultant.

Thank you so much for your dedication and hard work and I look forward to next year's conference with great anticipation.

Sincerely,

A handwritten signature in black ink, appearing to read 'Len Hamel', is positioned above the typed name.

Len Hamel
President
LGH, Inc.
Export Compliance Services