



“Partnering for Compliance™” West Coast 2012 **August 22-24, 2012, Sainte Claire Hotel, San Jose, CA**

Sample Participant Comments

As a senior trade compliance manager, I attend Partnering for Compliance (PFC) annually. I also send a number of my direct reports to the training as well. I find the PFC training to be more informative and extensive and allow more interaction between the participants and the speakers than other trade compliance seminars that I've attended. I appreciate the limit on the attendees because it increases the participation during the training sessions. Who wouldn't like the cost? It trumps all other conferences because the 3 day training sessions covers so many different regulatory agencies which allows us to get a broad spectrum of training for half or more than other seminars. Finally, the people involved in hosting the seminar are heartfelt, down to earth and funny which makes long days more memorable and holds your attention better than other drier, stick to the agenda to the tee seminars.

Kathy Day
Director of Trade Compliance
Meggitt Equipment Group, Suwanee, GA

The speakers were high ranking officials within their organization:

- this sends a strong signal that the rules, process, regulations are supported from the top down
- they are the most knowledgeable
- they were serious but open with the perceived flaws not only in their departments but with the regulations.
- they gave industry tips and 'must dos' to avoid any 'issues'
- they gave you a sense of entitlement

The format of the conference:

- Informal yet professional
- lighthearted sponsors (you and your staff)
- Sponsors were caring, knowledgeable and emitted pride in US Trade and Economy
- Food and snacks were very good
- The cost of the conference with the quality of the speakers was Phenomenal

I will be attending more of your conferences in the future. For me, it was so rewarding.

Cheryl Crow
Comtech EF Data Corp
Logistics Director/ Trade Compliance Official

Partnerships International, Inc.



The PFC [*Partnering for Compliance*] West Coast Compliance Conference is the perfect venue for small and medium businesses that are dedicated to strengthening compliance initiatives of their supply chain. PFC offers a dynamic conference that provides insight of latest updates in export control, with direct updates from the policy makers and enforcers of the U.S. Government.

The attendees of PFC Conferences for Compliance actively strive for the best compliance practices in our country.

PFC provides access to key government personnel to aid in the development of compliance programs, which is invaluable to any sized business.

The amount of quality of information and unique availability to work directly with U.S. government compliance specialists simply does not exist in other programs, seminars, and conferences.

As a company that depends on our ability to operate efficiently in the global marketplace, it's easy to feel overwhelmed in a sea of regulations.

PFC conferences are a lighthouse, safely guiding our business toward the best compliance practices with practical examples and knowledgeable contacts to protect and defend the treasured interests of our business and our country.

The dedication of PFC employees and organizers exhibits a deep commitment to total quality compliance management.

Ailish, thanks and all the best to you and Barbara! I plan to see you in Florida in the Spring for the next conference.

Stay wonderful!! ☺

Regards,
Stephanie Wood
Logistics & Export Compliance Specialist
SOFEC, Inc

Thanks for hosting a fantastic conference at a fantastic price! As a result of attending the conference I was able to meet one on one with several government officials to get advice on real time compliance decisions affecting our company.

In addition to the personal connections, the information conveyed during the conference was very helpful.

Andy Wall, Licensed Customs Broker
North America Trade Manager | Global Trade Group | Applied Materials

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This was a great learning opportunity. Instead of sitting around and listening to “consultants”, we were treated to the actual industry officials who provided the most up-to-date information. Great opportunity to ask questions, and get the “proper” information. This is a go-to-seminar if you want the facts.

Regards,
Greg Peebles
Export Compliance Officer, LCB, Luminator LP

New exporters need to have access to the best ITAR information and to a speaker with first-hand expertise on how ITAR licenses are approved. The presentation by Ruth Jackson, DDTC, was the most valuable part of the program. Her information was the unabridged ITAR guidebook. Those of us who submit ITAR licenses frequently need to make the acquaintance of persons like Ruth Jackson, and not just be acquainted with hearsay about how ITAR licenses are approved. Judging by the ITAR topics Ruth Jackson chose to include, by her resume, and by the depths she reached on these topics, I know she is one of a few authorities who could write an ITAR guidebook. It's not easy for exporters to assimilate all of her information, but R. Jackson's presentation materials can be a reference guide in times of need. Her insights will continually influence new exporters as they refine export processes to address the ITAR issues they will encounter. Jonathan Poling, Baker & McKenzie, was another standout presenter. Making good use of his previous DoJ vantage point, he observed that export violations fall into patterns of common deficiencies within companies or organizations. He explained to us how a company might feel that a well-written export manual will protect the company from committing export violations, but that in the real world most violations occur due to deficiencies in the unwritten areas, such as un-empowered officials, failure to record compliance successes, unresolved conflicts, the really important department, and other humorously labeled categories.

No "least" valuable parts and no suggestions re portions that could be improved, but I have additional positive comments. When the conference was long past, my export job responsibilities caused me to recall several of the speakers' messages and reflect on their impeccable credentials. Export compliance touches on many gray areas, but the advice I heard from these well-known U.S. Government experts has added clarity to my decision-making. Having heard presentations directly from them, I now have greater confidence in my explanations about how the U.S. Government frames many of the compliance issues facing U.S. exporters and importers and how it views some of these grayest areas

Thanks, again, for your seminar and for all of your good work,

Joannie Montagne
Export Administrator
SRI International

“I found the three day conference to be most helpful for understanding and navigating the complex area of export control and ITAR. The conference is set up to appeal to the novice or the experienced trade professional. “

Douglas B. Baker
Managing Director
Monument Capital Group LLC, Washington, D.C.

Partnerships International, Inc.



Thank you for putting together such a comprehensive conference. In particular it was great to hear from the very top about the developments in export control reform that are sure to have a very great impact on our business. It is difficult to get away from the office to attend training, so I was particularly grateful to have the opportunity to hear from so many highly qualified representatives from the various government agencies that come into play, at a single conference. I will definitely recommend the conference to others in this field as a combination of a one-stop, top quality agenda at a very reasonable price. A final thank you for holding this conference on the West Coast thereby saving this Californian two travel days.

Nancy Hughes
Manger, Compliance Office and Empowered Official
Marubeni Aerospace America Corporation

Thanks for putting on a great show – really enjoyed the experience and learned from the content.

Michael Withers
Manager
Export Licensing
Radar, Reconnaissance & Acoustic Systems (R²A)
ITT Exelis, Van Nuys, CA

Partnering for Compliance - West Coast provided a broad range of expertise on current export/import control regulations both on the federal and local level [San Jose, CA]. The agenda was very well organized. Ms. Ruth Jackson and Mr. Larry Sullivan, among others, were extremely knowledgeable and engaging.

Pamela Elliott
Stanford University

It is such a valuable and enjoyable means of networking and getting information.
[Senior Executive of a nonprofit government contracting institution](#)

It was an excellent and very informative conference!

Leah Ellis
Corporate Compliance Specialist - LCHB, CCS, CES
JAS Forwarding USA Inc
Houston, Tx 77032

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Several of my coworkers and my supervisor have attended this conference in the past, and they told me it was the best training available because it has more senior and more varied government speakers than any other training available (including those offered by the government). Partnering for Compliance 2012 West Coast did not disappoint. In addition to getting excellent information to bring back and compare to our current policies and strategies for export compliance, I was able to network with other organizations and with government officials so I have people to contact if I have future questions or problems. Especially considering the upcoming changes to the ITAR and EAR, I hope to come back to this conference again in the future. It was well worth the time and the money!

Sara Crossman
Technology & Contracts Office
MIT Lincoln Laboratory

I recently took over the Export Control functions at my job and initially I thought I was reading a foreign language. I thought the light would never go off. However, as I sat in the workshop and listened to each speaker it began to make a lot more sense. In addition I was inspired to pursue further education in Export Control and ITAR as I had no idea that this was skill and trade and could develop into a promising career. I must admit that Ruth Jackson was by far one of the greatest honors and inspirations. As a minority and a woman she was truly inspiring. She was thorough in her knowledge and has a knack for captivating an audience. The plethora of knowledge and experience that made up the panel at the workshop was more than I expected, I did not expect the level of sincerity nor expertise: I am satisfied and impressed, not to mention lunch was AWESOME everyday.

Ayesha Wilson
BAE Systems
Export Control Officer

I would like to say that I was impressed by the commitment level of the people associated with Partnering for Compliance.

Also, the venue in San Jose was great and the food was really delicious.

Sincerely,



Mary Ridler
Sales Administrator
ATI Pacific Cast Technologies
Albany, OR

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Certainly! I would definitely say that having access to government officials in a conference format is extremely valuable for the industry because it allows us to hear to from the horse's mouth so to speak and provides an opportunity for one on one questions/discussions that otherwise would not be possible.

Thanks!

Julie



Julie Gibbs

Director, BPE Global, San Francisco, CA

Out of this conference I walked away with a lot of information that I can apply to my daily job.

The conference was well organized, speakers were wonderful and very open to all questions and problem solving enquiries.

Other than that I would recommend to coworkers and others to take this compliance seminar. Thank you for the opportunity.

Regards,

Maria T. Vasta

Export Administrator



I thought the training was great, I thorough enjoyed listening to senior leaders of the various attending government agencies. I learned a lot and had than a few "aha" moments. I am relatively new to the export scene and the three days allowed me a better understanding of the government rules and regulations.

Great job, keep up the great work. OfficeMax will definitely attend next year.

Kind Regards,

Lisa M Thomas, LCB, CUSECO
Director, Global Trade Compliance



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Partnering for Compliance's export compliance conference was wonderful! It was very informative and featured many government speakers. In fact, I was very impressed that such a fine group of speakers had been assembled. It isn't often that private events can feature even one government speaker, but Ailish had all the right ones!! As a result, the sessions were highly informative, featuring accurate and up-to-the minute information. I would recommend this conference for all export compliance professionals.

Mary O'Brien
Consultant, San Jose

Having the level of expertise at this conference is one of the main reasons for going. The speakers that presented were very informative and especially enjoy Larry Sullivan from BIS as I have talked with him over the phone many times. Learning about the challenges we face with importing and exporting has strengthen my tool box of knowledge when dealing with Senior management.

The West Coast Conference was a great help to me as I am up in the state of Washington and it was much more convenient to get to.

LIZ BAETGE
Global Trade Compliance Specialist
Flow International Corporation
Kent, WA

The Partnering for Compliance Conference has become one of my major continuing education goals for each year. The updates and benefits that support our ongoing program here in our business in some cases stem directly from the information provided by the various governmental agencies represented at your conferences.

In particular, updates and trends from the Dept. of State provide us with guidance and information for use in our own ITAR projects. Census contributes to our growth in the use of AES for export. Commerce provides us with a view of a better way to apply the EAR to our majority shipments. OFAC helps us to identify ways to strengthen that portion of our program and implement better screening practices.

I hope that the West Coast conference continues since it is much easier and faster for me to attend a west coast conference.

Kathy Lasby
Compliance Analyst
CoorsTek, Inc.

Partnerships International, Inc.



I have made it a point to attend a variety of trade compliance seminars to insure that my skill level and understanding in meeting the expectations of the Department of State and the Department of Commerce are both current and professional. The recent "Partnering for Compliance" was the best I've attended in a number of years.

Keep up the good work,
Rick

Richard L. "Rick" Graham
Sales & Marketing Mgr.
QED/inc.
Santa Ana, CA

As a recurrent participant/attendee of "Partnering for Compliance" conferences, I greatly value the information shared and access to senior level members of regulatory agencies. The opportunity to ask one on one questions and network with these individuals is the reason in which I return to the conference year after year.

Rugina Poellnitz, CCEP, PHP
Senior Paralegal - HSSE and Regulatory Compliance
BP America Inc. – Legal

Just wanted to tell you how much I enjoyed the conference. For an experienced trade professional like myself, I found your conference a good introduction to all the essential elements associated with trade compliance. It was incredible to see the Department of State participation in this conference and the openness to questions from the floor was most appreciated by the attendees.

Best Regards
Jenny Hahn
Vice President
FD Associates Inc.

The West Coast conference was excellent. One thing that will draw me back to this conference is the smaller participant level. Attending a conference with under 200 attendees offers more ability to ask questions while staying on schedule. Having our USG experts available before and after for one-on-one consultations was an added benefit that I was very happy to take advantage of.

I highly recommend this "Partnering for Compliance" conference and we plan to have an attendee from our company at your future events!

Mary Fielder
Export Relationship Manager - I & SS, GS-STC
Export and Import Compliance
Office of the General Counsel, Rockwell Collins, Cedar Rapids, IA

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