



**“Partnering for Compliance™” East Coast 2013  
February 20-22, 2013, University of Central Florida, Orlando**

**Sample Participant Comments**

The, recently concluded, Partnering for Compliance Conference in Orlando was definitely a well-planned event. The event agenda covered updated, relevant information re ITAR, Export Licensing and Control, and related topics that are essential to firms that export and particularly the SMBs involved in global trade. Not often does one have the rare opportunity to hear and meet senior-level Government speakers who are experts and valuable points-of-contact. In addition, Government points-of-contact took extra time to answer questions and engage in group or one-on-one informational sessions. The Conference more than met my expectations.

Ken Cooksey

Regional Trade Manager Aviation/Aerospace & Defense, Enterprise Florida (Florida’s Official Economic Development Organization)

I want to thank you again for the great conference, not only were the presentations excellent but also having the opportunity to speak with USG officials was invaluable for compliance personnel as well. I’m sure that everyone that attended was concerned with how the Export Compliance Reform will affect their business operations, it was exciting to hear how BIS is handling this with the creation of the new ECCNs. As the USG migrates equipment, services and technology to the EAR from the ITAR it will truly make life easier for all involved as many TAAs and MLAs could go away depending on people’s business, without being at the conference I would not have realized that dramatic change in the regulations until I read through it completely.

The Partnering For Compliance conference is an event that I try and schedule yearly as it delivers the most useful information to the Trade Compliance Professional! Thanks again, I look forward to next year...

Regards,

***Jan D. Hoffman***

Compliance Project Manager  
Plexus Corp.  
Global Headquarters  
One Plexus Way  
Neenah, WI

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Partnerships International, Inc.



I will say I was very pleasantly surprised by the overall session – you guys covered a lot of territory and had exceptional, high level government speakers. We brought four people to the workshop, and I definitely feel there was a positive return on investment... everyone had pages of follow up notes and action steps. I would highly recommend your program to anyone looking to expand their efforts into the international marketplace... you guys did a great job! We will be busy for a while with our follow up actions!!!

Randy Webb  
Chief Operating Officer  
Source One Distributors, Inc.

Thanks. This was probably the best seminar I've ever attended on Export Control. The speakers were senior level, thoroughly prepared and extremely knowledgeable. I greatly appreciated the extensive Q&A time during the sessions, along with the availability of the speakers during breaks.

Adam Bryant  
Harris Corporation  
GCS Trade Compliance

I want to thank you for your work getting these conferences together. Although the focus of the conferences are for SMBs, even those who work for large corporations such as Siemens can get a lot out of the presentations. I would have to say that the most interesting and rewarding aspect that I had were the Q&A sessions. This allowed us to bring real-world issues related to our "hypothetical friend" to light and understand how the experts view them. It was also interesting how the presenters were very engaged with helping the export community to adjust to changing regulations and promote a positive relationship. I have already recommended this conference to many colleagues and will continue to attend myself when time permits. Thank you and Regards,

Charlton E. Winston, CITDS, CUSECO  
Siemens Energy, Inc.

The conference was very informative for me as I am a new comer in the Export/ ITAR field. The speakers were all very expert and knowledgeable in their corresponding field. I specifically liked the Q and A sections of the seminar.

Regards,  
Paiman Karim  
Nicomatic Quality / Engineering

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***LGH, Inc.***  
**Export Compliance Services**

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March 27, 2013

Ailish M. NicPhaidin, MPRII  
President & CEO,  
Partnerships International, Inc.  
211 Cocoa Street, S.E.,  
Palm Bay, FL 32909-4314, USA

RE: Partnering for Compliance 2013

Dear Ailish,

A great big thank you and to all the many volunteers whose efforts resulted in another great Partnering for Compliance conference in 2013. This year's event was especially informative as Terry Davis, Glen Smith and Gene Christiansen provided significant insight into the proposed changes to the ITAR and EAR that are in the various stages of implementation.

That insight combined with the presentations of the speakers from the various governmental agencies along with the networking that takes place each year means a great deal to the many novices who were in attendance representing for the most part small to medium size business. As usual each speaker was outstanding and the material covered was well presented.

In my opinion, this conference provides an excellent economical venue for the many small to medium businesses in attendance because it covers the vast majority of the regulatory agencies at a very modest fee and allows for one on one interface and networking. I know of no other conference that offers this type of interaction and participation by such senior U.S. Government officials.

As you are aware I am one of the few who have had the opportunity and privilege to attend every conference from the beginning. The knowledge and contacts gained continues to allow me to grow my level of expertise. It has allows me as well as other consultants in attendance to provide relatively inexpensive export and import operational and regulatory assistance to small to medium size businesses that otherwise could not afford this type of assistance.

In the spirit of true Partnering for Compliance I like so many of the other consultants continue to mentor small businesses in need and perhaps cannot afford to attend due to lack of time or money and or find the information overwhelming.

Again thank you for all you do and I look forward to seeing you at next year's event.

Sincerely,

Len Hamel  
President  
LGH, Inc.  
Export Compliance Services



Thank you for facilitating yet another great Partnering For Compliance Seminar.

The three days were very informational on all aspects, and allowed to come out with very useful information.

Thank you again for such a successful seminar.

Best Regards,

*Celia R. Reilly*

*Region 2 LTP - International Order Implementation  
Siemens Energy, Inc.*

“We very much appreciated the involvement of the US Government’s key people in the recently completed “Partnering for Compliance” conference. The speakers were (obviously) well versed in the subject and what was particularly appreciated was their availability during the conference and their commitment to listen to the audience and provide answers. Thanks to Ailish and her team for a very beneficial experience.”

Donald S. Buehler, President Export Solutions Inc.

I want to echo what Don said in his earlier email to you. It was a pleasure meeting you in Orlando last week, and we appreciate everything you did to make the conference a success.

All the best,

Tom

**Tom Reynolds**

**Vice President, Operations**

**Export Solutions, Inc.**

I found the breakouts after the daily presentations to be most beneficial. It was also helpful to have people there asking questions / making comments / giving real life examples – they are all more experienced than I and the examples help me understand.

Cole Vanderklok

Export Compliance Officer and Facility Security Officer  
VLOC, a Subsidiary of II-VI Incorporated

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Partnerships International, Inc.



Congratulations to you and your team for an excellent conference. I found it to be most informative and enjoyed the smaller group setting which allowed more audience interaction with the speakers. As a seasoned Trade Compliance practitioner, I found the information on upcoming regulation changes to be most useful. No matter how long we've been doing this, there is always something new, or something forgotten to be remembered.

All the best

Helen M Strahl  
Director, International Trade Compliance, LCB  
AAR CORP

It was a pleasure to meet you and attend the "Partnering For Compliance" seminar in Orlando. I highly recommend this seminar as a must for anyone working in Import/Export Compliance. The opportunity to learn from Government Experts was outstanding. To hear from them exactly what is current and learn about changes that are coming and to hear the importance of screening and other items was most valuable. The opportunity to attend with peers in the industry was also welcome. The question and answer format was also quite informative. No matter how many times you hear something you always need a refresher, so I am planning to attend again.

The forum was a perfect format for gaining a clear understanding of the information presented

Thank you for this outstanding seminar.

All the best,  
Elayne

Elayne J. Garber  
Business Development Director  
OCR Services, Inc.

## Partnerships International, Inc.



It was my first experience at Partnering for Compliance. I had heard about it from colleagues and decided this was my year to attend. I thought the conference was fantastic. For the price the quality of speakers was exceptional. The information they shared is invaluable and I learned quite a bit. I will be recommending this conference to my peers as well as clients. I will also be sending a member of my export staff next year (as well as myself). Thanks again.

Mike  
Michael Frail, CUSECO, CIP  
Senior Advisor, Operations Manager  
Mohawk Global Logistics, Rochester, New York

This is the only conference that concentrates on things from the compliance end.  
George (Sam) Sevier, Washington State

The training you supply with the Government and other Trade Compliance Specialists as guest speakers, gives industry the opportunity to learn the complex regulations and to stay abreast with the ever-changing environment in which we live in as Trade Compliance Professionals. It gives us the opportunity to speak with them one-on-one as well as listen to Government's responses to the many questions from the Trade Compliance Professionals. As my time is valuable to my organization, this three-day training gives me the best value of information for a great price. I look forward to "Partnering for Compliance" again.

Karen S. Burkett  
Manager Export Compliance  
Alcoa Power and Propulsion, Alcoa Howmet Research Center, Whitehall, MI

This year just as last year, the course has delved into the complexities of the US regulations, with emphasis on the important updates to those requirements.

While the course offers an ideal opportunity to gain experience from the members of the US government that make and uphold the legislation, it also presents an informative interaction with the speakers and others from a multitude of diverse industries. The level of Presentations is second to none, I shall never view Eric Cartman in the same light again. So much information to process that I am scheduling training sessions with the team here in the UK over the next few months.

I am repeatedly being asked if I know of any good ITAR training sessions to which I am responding with the PFC details. Just remember to save me a place next year. Many kind regards

John Mair  
Export Controller  
APPH Ltd - UK

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