



**“Partnering for Compliance™” West 2017**  
**October 10<sup>th</sup> - 12<sup>th</sup>, DFW Marriott Hotel South, Ft. Worth, TX**

**Sample Participant Comments / Survey Questionnaire Results & Responses**

I have attended many conferences during my career, but this one is at the top of my list. It was excellent. The representation from the different government agencies covered all areas that anyone would need in the export community. The speakers were very open and approachable. They were there longer than just their speaking session which provided many opportunities to have additional discussions with them.

**Wanda Raper | Director International Trade Compliance Global Trade Compliance | GKN Aerostructures North America**

6031 Connection Dr. | Irvine | Texas

I feel this is one of the best conferences I have ever attended due to the quality of the speakers the professional way it is put together and the attention to detail. The program can appeal to a broad base of individuals at companies as well as other organizations responsible for compliance including Universities participating in research such as Kent State. I look forward to seeing you at the next conference.

Kimberly Holizna  
Kent State University

It was such a great program this year, as it has always been in the past, and I particularly found the sessions from BIS and CBP to be of special interest for me with my recent move to aircraft classification.

**Angela Davis, CUSECO®**

Certified U.S. Export Compliance Officer  
Specialist, International Trade Compliance/Dangerous Goods

**Delta Material Services (DMS)**



*‘Material Services Done Right’*



I really enjoyed the conference and look forward to attending others in the future!

**Javier Graves**

Global Trade Compliance Specialist

Lennox International Inc.



Thank you for arranging the event! There are so many things that worked well and that I liked; here are just a few:

- Organization – check-in process was very efficient. I loved the packet with presentation printouts; I took notes and will keep them as a reference material to use in the future.
- Venue – the hotel was very nice; the meeting room was very spacious, but not too large, so it felt comfortable.
- Schedule – I liked that each day had a different theme – DOC regulations; DOS/ DDTC/ DOD; etc. There was sufficient time between sessions and for lunch to interact with the rest of the participants and the speakers. The sessions were also well timed to give the presenters enough time to cover their topics. I loved the joint Q&A sessions; it gave people an opportunity to get all their questions either answered on the spot or in a follow up conversation.
- Speakers – all were excellent – very knowledgeable in their areas. There was a good mix of “high-level overview” style and detailed, thorough information. I was very impressed with all the speakers – they paced their presentations well to make sure they cover all they planned, and left time for questions. One thing that differentiates this conference from a number of others I have attended is that in this one, you had information coming directly from the source. Many other events have compliance professionals presenting their understanding of the topics, which has a lot of advantages, but also leaves room for interpretation. This event had only government representatives, which is a very strong differentiator. I have never attended an event that had so many people from so many different agencies.
- Value – the cost of the conference is very reasonable, especially considering the wealth of information that is presented. I will definitely recommend the conference to other people within my organization.

**Petia Iordanova**

**Trade and Customs Compliance Manager, South Central Region**

**Expeditors**

**Expeditors, DFW Branch**

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I enjoyed meeting you and the other folks in attendance at the conference. I made several new contacts to partner with. I look forward to next year's schedule.

The conference was one of the better conferences I have attended in the last couple of years. The speakers were all excellent and knowledgeable regarding their subject matters. and DDTC. On EAR review regarding the order of review and specially designed subject the conversations were very good and engaging.

Terry Davis, Audra Collins and Daniel Buzby were especially excellent speakers. Audra was exceptional in that she engaged the audience in her review. This brought comments from the group that help to form her responses while generating thoughtful comments /questions.

Other notable speakers were Dean Fitz, Cinthia Romero, James Fuller, The Honorable Brian Nilsson.

Robert E. Johnson, Major/US Marine Corps (Retired)  
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Excellent conference, the level of detail was appropriate for all levels of experience. Great to have government agencies participate actively that was great to see Skip the legal walk through, as a corporation when you hire attorneys generally most go hands off and wait for the report

Scott Walker  
Contracts Administrator  
Reinhold Industries Incorporated  
Santa Fe Springs, CA 90670



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Not that I have exported the equipment, I have to install it. I most enjoyed the presentations from Audra, Dale, Terry, Lani, and Susan. It is good to be able to put a face with a name. I have a better understanding of why we are required to do certain things and to see that there are efforts underway to make the processes more efficient and effective. I also enjoyed meeting many people from a broad cross-section of industry and government and tap into their knowledge and experience. The hardest part for me was that I didn't know how much I didn't know. Now I have a better direction for how to better handle my responsibilities.

Bob Resch  
Project Manager/Logistics Manager – Surveillance Systems Division  
Company Export Control Manager  
C4 Planning Solutions LLC  
Blythe, GA 30805

Dallas conference and let you know how much I enjoyed the day.

The facilities were great and centrally located. I was able to commute by train to a station and walk to the hotel. The room temperature, snacks, and lunch served worked well for me.

The speakers were extremely knowledgeable in the subject matter and provided real life examples relevant to what was being taught. They did not just project slides and read directly from those slides. That was very refreshing. They both were very approachable and answered all questions that were posed to them. They also provided resources which I have used since the training.

All in all a great class and experience.

Regards,

**Marc Roy | Bell Helicopter**  
Trade Compliance Spcl II



I thoroughly enjoyed the Imports Bootcamp that I attended. Both speakers were extremely knowledgeable. They presented what could have been a very dry subject in an interesting and personable manner.

Kathy Krepps  
Senior Buyer  
University of Pittsburgh

The conference was very helpful and informative, specifically, being able to hear directly from government representatives for the compliance issues. I especially appreciated hearing from Brian Nilsson, Dale Kelly, Dean Fittz, and James Fuller. I have been referencing what I learned every week since I attended the conference.

Thank you.  
Susan



**Susan Cary-Hanson**  
Co-CEO and Owner  
5732 Lincoln Drive, Edina, MN 55436

I wanted to send a note to say how much I enjoyed the conference in TX this year. All of the speakers from the USG were great. The presentations were thorough and on point. Their willingness to take questions and give direct, substantive responses in real-time was particularly helpful. I find that level of direct interaction to be unique to the Partnering for Compliance conferences.

We Trade Compliance professionals out in the trenches are grateful for all of your hard work with this conference. Thank you!

*Donna Wedgeworth*  
*Sr. International Trade Compliance Specialist*  
*Barbara Clements & Associates, Inc.*



Just wanted to let you know how much I enjoyed and particularly benefitted from this year's Partnering for Compliance – West. This is the third Partnering for Compliance conference that I have attended and each year it is a treasure trove of information. What a difference it makes when you have senior staff members presenting the materials and answering questions that run the gambit from elementary to complex.

Since Government and Industry rely on each other to achieve common import and export goals, it was also helpful to gain better insight into the challenges that the Government staffers face as things continuing to evolve and change.

Another benefits was having the opportunity to visit with the speakers during lunch, which provided the opportunity to have various round-table discussions. It was also helpful to be able to visit with my counter-parts at other companies. The season veterans all seemed very willing to share their knowledge and experience.

It is easy to understand why so many attendees keep coming back; as will I. I look forward to attending next year's program.

Julia Fuqua  
Senior Contract Manager  
RDRTec, Inc.

Thank you for providing a very useful and productive seminar on compliance. I found this event to be most educational and enjoyable, both. The wide variety of experts provided a uniquely-appropriate level of presentation for my use as a compliance consultant (and former Department of State regulator), and I note that the many attendees were keen to engage with the panel experts both on and off the podium. The presentations generated valuable discussions among the audience as well as between the attendees and presenters. I was most pleased to find that the presentation styles of the panel experts were highly engaging, keeping me interested throughout the event. Additionally, the site selection was comfortable and perfect for convenient travel, and the PFC and hotel staffs were ever-available for assistance. Well done – I look forward to attending more of your events in the future!!

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