



## “Partnering for Compliance™” West 2018 October 16<sup>th</sup> – 18<sup>th</sup>, DFW Marriott Hotel, Ft. Worth, TX

### Sample Participant Attributable Comments

Bryce Bewley and Mary Quach were such a delight! I have heard Bryce speak at other seminars, and I always learn something new. He and Mary have a way of taking complicated information and making it understandable and fun. Thanks so much for bringing them to us!

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The seminars by Terry Davis, Audra Collins, and Jae Shin were amazing! My employer has been steadily increasing our ITAR business, and the comprehensive presentations that they gave were extremely helpful. I walked away with a much better understanding of what goes into guarding our nation’s security and the part that exporters must play in the process. It was also wonderful that they were so gracious to remain at the seminar after their presentations and speak with us one-on-one. It demystified and humanized the processes greatly!

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I really enjoyed the OFAC seminar by Anthony Musa! Although I have never had to apply for an OFAC license at my job, I now understand the process should the need ever arise. It was interesting to see how they interface with all the different agencies. Although I’ve been to seminars with DoC/BIS and DoS before, I’ve never heard anyone from OFAC speak. Very helpful, thanks!

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Thank you so much for bringing Omari Wooden to the seminar! He is such a wealth of knowledge, and he has been wonderful about answering all of our questions. It is so helpful to have these representatives available to meet with Trade and make sure we’re all on the same page. I hope he returns for future seminars.

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I really appreciated the inclusion of David Hayes in the seminar line-up. My company has locations and employees around the globe, including a heavy presence in the EU, and his information was invaluable. He brought up many issues and points to ponder as we try to negotiate the laws and regulations affecting a US company with foreign affiliates.

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Adrienne Braumiller and Bruce Leeds were tremendous! They were funny, informative, and provided a wealth of information. Greatly appreciated this seminar!

#### Gayle Soucek

Customs Trade Manager  
International Trade Compliance  
AAR Parts Supply



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This was my first time attending this type of seminar and I was highly impressed with the professionalism and attentiveness of the speakers and fellow participants. The knowledge that I gained from the seminar will assist me in my daily work responsibilities and tasks. The extra sessions at the end of the day were a bonus and provided the extra in depth look that I truly enjoyed.

I look forward to attending many more conferences.

**Amy Cheli**  
**Relli Technology, Inc.**  
Boca Raton, FL 33487

Thank you for a Good Seminar. This was my first with Partnering for Compliance and I truly enjoyed the conference. I appreciated all the presenters and their openness and their re-affirming that they are there to help and encouraging industry to call and ask for guidance. The person I spent most of my export learning time instructed the opposite and used scare tactics during trainings conducted in house to get people to comply with processes and regulations (didn't go well).

I actually received a call from a licensing officer today regarding a submitted agreement amendment and he was extremely helpful, reassuring me that I hadn't done anything wrong, and took time to explain the regulations and even joked that they are "clear as mud". It is refreshing to know that they truly are there to help us succeed.

Thanks again. Looking forward to the PowerPoints.

PS – the food was good too! 😊

Brenda Trinko, CUSECO ®  
Trade Compliance Manager - Export  
Customs & Export Control  
North America  
Dräger  
Telford, PA 18969, USA

As always, thank you for supporting the Conference, and helping to open the lines of communication between Industry and our various Government agencies in a non-threatening environment. Providing the accessibility in such a manner, allows us to ask generic questions with no direct repercussions; as well as the ability to hear questions posed by others. In my experience, the agencies with 'boots on the ground' so to speak,



do not have the same ability to approach the questions asked as a teaching moment; but rather approach such instances as a discipline or enforcement moment.

Bryon Relyea, LCB, CUSECO  
Senior Trade and Import Compliance Specialist  
[www.avantorinc.com](http://www.avantorinc.com)

Regarding October's Partnering in Compliance Conference, I would like to thank all of the presenters. They made time out of their very busy schedule to attend this conference and educate exporters and the Trade on vital export compliance matters. Topics were timely and relevant. I particularly enjoyed James Fuller's BIS presentation the first day, the deep dive into ZTE's lack of export controls, and explaining how this company's global impact was taken into consideration when determining the level of enforcement. I also enjoyed Adrienne and Bruce's discussion on the new tariffs being imposed, as it directly affects many of our customers. There wasn't a single presenter or topic that I didn't learn something from and made note of potential impact.

In our very competitive and global world of business, knowledge is power—as they say—and this was an invaluable opportunity for all participants to increase their compliance acumen.

And finally, I appreciate the openness of each presenter in providing their names, numbers, emails. After returning to the office, I wasted no time in taking advantage of these new contacts! I even made a few new friends.

Thanks & Regards,  
Karin Acree  
UPS Customs & Trade Compliance Mgr.  
UPS Supply Chain Solutions, Inc. FMC# 000275F  
UPS Ocean Freight Services, Inc. FMC# 016871N  
UPS Europe SPRL, UPS Asia Group Pte. Ltd.  
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Audra Collins is a great speaker. She is very knowledgeable in her field and she understands how to deliver the message to many different levels of knowledge. Audra keeps her audience involved and engaged. It so great to engage government in an open forum where industry questions can be answered.



Jae Shin is very helpful in helping industry understand some of the challenges we face and how to navigate the complexity of the regulations. He is very entertaining while conveying his message to the group.

Bryce – it is always a pleasure to see and speak with Bryce Bewley. He knows how to engage a room and get us involved. Love his business card exchange challenge.

Kimberly Carl, LCB  
Director Intl Trade Compliance  
AAR World Headquarters  
AAR Aviation Services  
Wood Dale, IL 60191

I truly feel that Partnering For Compliance is the best conference for any level. I am not aware of any other organization where any compliance professional has the ability to listen and speak to the presenting US Government Officials. The willingness from all USG Branches to take the time to have one on ones and answer questions is absolutely amazing. I learn something new every year.

All presenters brought their best to the table and shared so much information with the attendees. As someone who works in Compliance it is always good to hear directly from the Agencies that they are on our side and there to help.

Lesley Tart  
International Trade Compliance Specialist  
Delta Material Services (DMS)  
*A Delta Air Lines Company*

It was a pleasure to meet you and I truly enjoyed the conference! I felt all the speakers were wonderful and had great information to share!

James Fuller was quite good and I enjoyed his presentations for OEE

Bryce Bewley was also quite entertaining on his side for BIS licensing

Jae Shin was very helpful with his presentations and I had some time to speak with him one on one regarding my company's unique position in the market so that was great to have.

I know that Omari Wooden was delayed due to flight issues, but it would have been great to have more time with him as AES is quite an important part of exports.

Monica L. Beckman  
Trade Compliance Officer



Precision Accessories & Instruments, Inc.  
(A Precision Aviation Group Company)  
Atlanta, Ga. 30349

The information provided at the conference was extremely helpful. Coming from the perspective of an airline, it is good for me to have the background for what is required of our shippers. We at UPS strive to ensure we have a strong compliance program in place to ensure we are following all laws and regulations. Understanding the requirements from the perspective of both the exporters and the government allows us to be able to inform our corporate partners, make good decisions, and protect both our and the country's interests.

I appreciated the time the officials took out of their busy schedules to help train us. It is invaluable to have access to the different departments in partnership as an exporting party.

Thank you for putting this together. The training was extremely valuable and I hope you can continue to train exporters in the future.

Angela Stull  
UPS Customs & Trade Compliance  
Supervisor

In wanting to provide a few words about the conference I came to the conclusion that bullet pointing my thoughts might be the best method.

- I appreciated the candidness of all the presenters and officials, that was very refreshing.
- I also very much appreciate their time! It's important for shippers, importers, exporters, or whomever to understand the reasons why certain processes are in place and see real world examples.
- My personal background is more on the US imports side of Customs, so it was extremely refreshing to indulge myself in US export regulations. I learned and fine-tuned many things throughout the conference.
- I enjoyed many of the presenters stressing the importance of screening for denied parties and putting it into context for those in attendance.
- Lastly, I just enjoyed seeing the side of the regulations that the shippers/exporters have to work through. We as a freight forwarder know the regs and that they are there and what they say, but we play a different role in the grand scheme of things – so I enjoyed the perspective.



**Sarah Smith**

District Trade Compliance Manager – IAH

Expeditors

**Expeditors, Houston**

The Ft Worth conference was great. I thought the topics presented were very timely. I appreciated the government speakers allowing audience participation and providing contact information for follow up questions or responses. I also liked the more laid back atmosphere as it helped foster discussion among attendees. The conference overall was most enjoyable and allowed me to refresh on topics and to hear about new topics that may impact our business. Job well done. Thank you!

Kelly McCorkle

Export Compliance Manager

Air Tractor, Inc.

The blend of knowledgeable subject matter experts and the warm, capable conference orchestrators made this unique, enjoyable and beneficial seminar. Again – Thanks!

**Beth Alford | Director Trade Compliance | GKN Aerospace Americas**

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