



“Partnering for Compliance™” 2020

March 10th, 11th, & 12th, 2020

Holiday Inn Orlando International Airport Hotel, Orlando, FL

Sample Participant Comments

I wanted to take a minute to let you know how much I learned at the conference. My team mate and I are buyers in our day-to-day jobs, but we are also the Export Compliance officers for the whole of our shipyard. The conference not only provided us with some amazing information, we also have people we can contact when we get stuck.

Thank you for gearing the conference to all learning levels. I’m still learning so much of the information was new to me, but I’ll be able to use it in my role here and for that I’m grateful to you 😊.

Jennifer Walton
Procurement Analyst II, NSR Export Control Officer (ECO)
BAE Systems Norfolk Ship Repair
Norfolk, VA 23523

The conference was great, even without speakers in person. I want to commend Terry Davis. He did an exceptional job all the way from his office in DC. It was like he was right in the room with all of us. It’s difficult to do these things in person, but even more so when you can’t see your audience and know how they are reacting to what you are saying. Terry didn’t miss a beat and, as always, his presentation was fresh, provided updates on the changes in the past year, but also included basics for the newer people in the room. Well done Terry!

I also want to let you know that Adrienne and Bruce’s presentation on the new NAFTA was a great help to me. As a Canadian company we are often asked for these certificates and now I know a lot more about them, so please thank them for me.

I did put in my survey before I left, so you should have it with the others. All in all Ailish, another great week!

*Kristen Stewart
Manager, Trade Compliance
General Dynamics Mission Systems-Canada
Ottawa, Canada*

It has been a pleasure to come to the conferences, despite the situation.



Like every year, it is always useful for me and I learned each time new points. I would say my favourite conference is always the one of Sharon Cook !

Anne Minez
3D PLUS USA
France

The Partnering For Compliance export “Boot Camp” is a wonderful forum in order to remain up to date with changes taking place with both industry and government entities. The presenters were all knowledgeable partners from both the trade and government, who provided the information in a very informal environment. I especially appreciated the Q&A sessions, as this allowed for responses to specific concerns and questions from the participants. Very impressed with the organization of the event, as everything flowed exceptionally well, from first arrival and checking in, to the set up of the lecture area, right down to the meals and snacks provided to participants. Ailish and company bring years of knowledge, and I encourage anyone involved with US exporting, to attend these sessions. I know I will be back!

Regards, Carl
Carl E Royer, LCB
Compliance Manager
HNM Global Logistics
1902 Cypress Lake Dr, Suite 150
Orlando, FL 32837

“Our company has been attending this conference for many years and we always learn something new about export controls from the government speakers.”

“I really enjoy being able to have one-on-one conversations with the speakers from the various agencies that attend the conference; I always get my questions answered.”

“We always appreciate it when the various agencies and law enforcement agents take the time to share their knowledge and expertise with the trade community.”

Keith Savoie
Director of Operations
Foreign Trade Solutions
FTS Associates, Inc.

I must tell you that you were every bit of what I expected when I met you and more so; your professionalism, your dedication and energy were very inspiring. It was such a



great pleasure to meet you and all the speakers. I really appreciate getting the PPT's; I can go back on them if I have any specific questions. I am not seasoned in Export Compliance; however, I do know the extreme importance of doing due diligence and if I still have a doubt, I know I can pick up the phone and speak with an Export Counselor. It is great to know that I am still learning something new every day. I look forward to next year's meeting.



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Thank you for yet another amazing conference amid these difficult circumstances. I was so pleased to see that most of the attendees as well as the presenters were able and willing to join this conference. A big shout out to the presenters, who weren't able to travel, for providing their time and knowledge online. As always it was a wonderfully insightful selection of relevant and interesting topics as well as excellent presenters. The conference is always equally enjoyable and valid for beginners and experts. I'm looking forward to the next one.

So, dear Ailish, thank you again and please feel free to contact me if you would like some help for setting up next year's conference. I'd be more than happy to help.

Sabine Hoppe
Export Control, Siemens Energy
Orlando, FL

I will say that the conference was very beneficial and informative for us as usual. I look forward to seeing you next year.

Shawn Johnston
Director of Quality / Export Controls
Thermal Structures, Inc.
Corona, CA 92880



I would like to say that attending this conference was an excellent experience for me personally in regards to both the learning content that was presented in the conference as well as the opportunity to speak and interact with professionals in the field. The speakers at the conference were engaging and presented the information in a digestible manner for those who are novice to this particular field (like myself). I also enjoyed the daily content progression of the conference. I appreciated that the PowerPoints that were allowed to be printed and distributed to those attending the conference had room to make notes, which helped me greatly during the presentations. This conference made me aware of different companies and carrier paths that I had never considered before.

Once again I would like to thank you for the opportunity to attend this conference and allowing me to learn outside of the classroom.

Sincerely,

Sixto Flores
University of Central Florida
Orlando, FL

Being this was my first time it was a bit of a mixture of emotions. For the most part we learned a great deal and met with some great people. A bit too cold for me which I will remember at the next meeting. I do feel that your staff worked very hard to present a professional meeting even with the obvious problems.

Thank you and we look forward to the next meeting.

Sincerely,

Tony Guarcello





I certainly enjoyed last week's conference and appreciate the difficulties you overcame to ensure it was a success!
During the conference I had a number of "light bulb" moments which encouraged me to keep learning!
I was happy to have attended and will hope to see you all again next year!

Zeke Isaacson

**SHIPPING MANAGER /
EXPORT COMPLIANCE OFFICER
MRO AEROSPACE, INC.
LARGO, FL. 33777 USA**

I wanted to thank you for providing me with a great opportunity to learn and connect.

Thank you for recognizing us at this big stage and for your support throughout the conference.

Your energy, motivation and a great sense of humor kept me glued to the conference and every day I was excited to be a part of the conference.

If there is any opportunity in future where you think I can help you with the arrangements of such events, please do contact me. I would love to volunteer.

Thank you again.

Charanjit Suman
Florida Institute of Technology

I am required to attend at least 1 training event each year that covers the EAR, ITAR and OFAC regulations. This is the first year that I attended a seminar provided by your organization and it was very well put together. I enjoyed the speakers and hearing directly from the people working at the government agencies. The information provided was very informative and hearing it from the regulatory personnel changed my perspective on the information.

Dominic

Dominic Errico
Senior Trade Control Manager
OSS Regional Trade Control Americas
Export Compliance Professional – EAR/ITAR (ECoP®)
Oerlikon Metco (US) Inc.
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Partnerships International, Inc.



Well this year's conference had a few challenges. I appreciate all of the speakers who filled in at the last minute or called in with their presentation. You did a great job in keeping the program running smooth. You did a great job. I learned some new things and grew stronger in how I am approaching Export Compliance.

Thank you.

Richard
Richard Myracle
International Sales Representative
JETSEAL, Inc.
Spokane Valley, WA

The conference was very good and informative as always. Yes the challenges of video calls were expected and hopefully we won't have to do those again but considering I think all went well. Another side note- the food was a great improvement from previous years.

Vikki Bokon
Customer Service Specialist Supervisor
Export Administrator



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