



“Partnering for Compliance”TM

Firearms: Exporting & Importing. September 17, 2025 (Virtual)

Sample Participant Comments

Alex Douville, Tom Trott, Max Kingery, and Deanna Fetterolf provided a detailed overview of USMIL and BATF imports, highlighting key regulations and procedures. The presentation was well-organized, starting with background information on the regulatory framework, including the roles of the DDTTC, BATF, DOC, and other relevant agencies. The speakers discussed recent policy changes and their impact on importers and exporters in the defense industry—crucial information for those involved in trade compliance.

The presentation materials were well-structured and visually clear, effectively reinforcing the speaker’s main points. Including real-world scenarios added valuable context and demonstrated how regulations apply to specific situations. Both the content and delivery were informative and engaging, providing attendees with practical knowledge for compliance and decision-making in this regulatory area.

As a trade compliance professional with over forty years of experience in export, import, and sanctions compliance, I recognize that regulations can and often do change. However, having access to the relevant materials for reference is very helpful.

Brenda Barnard
Consultant

“As with the many other Partnering for Compliance events I have attended, the speakers for the 2025 Firearms Conference were top notch – knowledgeable, well prepared, and engaging presenters.”

“This was an insightful and well-structured webinar that provided both strategic perspective and practical takeaways I can apply right away.”

Jim Anzalone
President,
Compliance Assurance



I thoroughly enjoyed the presentations from all the speakers. Each speaker delivered a polished and informative presentation that was easy to follow.

The DDTC presentation clarified the application process for me. Alex Douville and Thomas Trotto provided valuable insights on permitted amendments. Tom's explanation on brokering shed light on the process. Alex and Tom were incredibly helpful in answering questions and showed a genuine interest in the success of our applications providing information to help us succeed.

Megan Mohler's presentation on the Customs aspect of importing goods into the U.S. was highly informative particularly her insights on tariffs. Her presentation effectively addressed my questions and uncertainties regarding the existing tariffs.

Max Kingery's presentation this year was once again informative and provided valuable insights. I found the information on the retransfer of U.S. origin items particularly valuable. Max Kingery's team is very adept at handling inquiries and providing clear explanations. They have assisted me on multiple occasions, and I am extremely grateful for their support.

Lisa Pasqualino
ATF Administrator



Knight's Armament Company

I found the speaker's comments to be interesting and helpful.

Thomas Reynolds, Esq.