



Session Descriptions – ICPA Annual Conference – San Diego, CA – March 11-14, 2018

BOOTCAMP TRACK

Intro to ITAR -- Six Simple Steps to Export Compliance: Is your product ITAR controlled? Is it on the USML? The ITAR (International Traffic in Arms Regulations) regulates the export and import of defense articles and defense services. Exports and temporary imports of defense articles require prior approval from the Directorate of Defense Trade Controls: US State Department unless it qualifies for an exemption. Violations of the ITAR can result in severe penalties such as criminal prosecution, fines and/or the loss of exporting privileges. Learn more about the ITAR, including using D-TRADE to apply for export licenses, application of common ITAR exemptions and how the ITAR may apply to you. The session will include an overview of the ITAR and six simple steps to export compliance.

Country of Origin Determination: This session will provide the participants with a practical overview of the multitude of country of origin requirements that apply in the United States. Specifically covered will be origin for marking and declaration purposes, preference claims such as NAFTA and GSP, government procurement, including the Buy American Act and Trade Agreements Act, and “Made in USA” marks. The participant will leave with a greater understanding of the complexity of the various rules and confidence to review these issues.

HTSUS Classification - A GRI Review: Understanding how to use the General Rules of Interpretation (GRIs) is critical to accurately classifying items under the Harmonized Tariff Schedule of the United States (HTSUS). In this session, we will review what the GRIs are and how they are used to arrive at accurate HTSUS determinations - all in an effort to demonstrate importer reasonable care. We will also apply GRI concepts (such as the unassembled articles “bicycle rule” and mixtures/composites/sets) to sample classification scenarios.

How to Prepare and Conduct a Broker Audit: How to Prepare and Conduct a Broker Audit
Ensuring that your Company's agents are acting ethically and in your best interests and that transactions are executed in a compliance with laws and regulations is critical to business operations and continuity. This session will provide the attendee with guidance on how to perform audits of Customs Brokers and Freight Forwarders. Topics will include discussion of purpose and frequency of auditing, what to include (or exclude), who should participate and how to remediate and communicate any findings.

Understanding Export Licensing: Understanding Export Controls - New to export controls? Need a refresher? This session will cover all the basics of US export controls, including defense articles under the International Traffic in Arms Regulations, controls on commercial, dual-use and certain defense

articles under the Export Administration Regulations, and the impact of Export Control Reform. Also covered will be the roles of US Customs & Border Protection and Bureau of Census and export screening requirements.

Performing an Export Audit: Export Compliance Audits – Which Way Did It Go? Reviewing past export transactions is an excellent way to ensure that your documented export processes were followed, or, if they were not, to discover where weaknesses in your control program may lie. Attendees will learn how to use ACE to select export transactions for review, how to identify and measure key elements in their export plan, how to gauge a successful export shipment, how to document findings for internal reporting, and whether a voluntary self-disclosure should be considered.

"Recordkeeping: Good, Better, Best and Bestest!":

Best practices for your record keeping program – We will review the basic requirements of import and export record keeping and then, with an emphasis on creating a program that meets your organizational needs based on volumes of transactions, this session will explore practical methods for meeting these requirements. A paper-based program may work just fine for some while others may need to invest in an automated solution to effectively manage your records.

How to Prepare and Conduct your Import Internal Risk Assessment: How to Prepare and Conduct Your Import Internal Risk Assessment

Risk Assessment is defined as the determination of quantitative or qualitative value of risk related to a concrete situation and recognized threat. This hour will focus on basics of how to keep control over your import operation. We will use tabs and folders to assist you in addressing your internal risk assessment.

So You Are Now the Compliance Manager: This session will walk you through the steps needed to evaluate your team and company's current trade compliance program. Then, describe how to go about prioritizing your next steps based on risk and supply chain interruption. We will discuss the importance of enthusiasm and how to sell trade compliance within your team and organization.

Creating a functional Export Compliance Manual:

How is your export manual working for you? Drafting an export compliance manual can be daunting and time consuming, but the real challenge is often in making it functional.

In this interactive session, Michelle Schulz will discuss day-to-day challenges and tested solutions for creating a functional export manual. Using case examples, we will venture beyond the "legalese" into the implementation phase in a global business environment.

How to Select a Broker / Forwarder: How to select a broker/forwarder

The export control, sanctions and customs laws of the United States clearly place the compliance burden on the exporter/importer, but very few engage in international transactions without using an agent – the broker/forwarder. Bringing together his experience as a broker/forwarder and as a counsel to importers/exporters, Robert will outline best matches for identifying the broker/forwarder that meets your compliance and logistics needs and how to measure performance against those needs.

Understanding Encryption: Overview of Encryption Controls - Encryption is embedded in our everyday life. Our computers and cell phones, as well as the software programs that run on them, employ multiple encryption features. We encounter encryption when we withdraw cash from an ATM or bank or shop on-line. The encryption regulations affect a large number of products controlled for export under the Export Administration Regulations. “Overview of Encryption Controls” presents an overview of the current encryption regulations administered by the U.S. Department of Commerce’s Bureau of Industry and Security. It also provides exporters with practical guidance to navigate the classification, licensing, and reporting requirements, as well as exemptions to these complex encryption regulations.

Determining an ECCN: Determining the Export Control Classification Number (ECCN) for an item is the most important step in export compliance. For many, it is also the most confusing step. The incorrect ECCN can have a serious impact on companies in terms of fines, penalties, and in some cases, a company’s privilege to export. In this session, we will take a look at some tricks of the trade used to determine the ECCN of an item. Relying on his vast knowledge of the regulations and technical knowledge, Jeff will make this topic practical and understandable by everyone during this entertaining and engaging session.

Commodity Jurisdiction: There are many good reasons for a company to seek a formal commodity jurisdiction (“CJ”) determination from the Department of State Directorate of Defense Trade Controls (“DDTC”), or a classification request determination from the Department of Commerce Bureau of Industry Security (“BIS”), known as a “CCATS.” This presentation will provide practical tips on preparing CJ and CCAT requests, including:

- Preparing the form FS-4076 required for CJs;
- Preparing a letter of explanation that supports the classification requested;
- Assembling the submission package;
- Relevant agency guidelines; and
- General strategy.

Customs Valuation: Additions to Value -- Understanding Assists and Supplemental Payments:

Course Description: This course will provide a basic understanding of assists and supplemental payments and how these are applied to merchandise import value. The attendee will leave with an understanding of the four elements of assists: Buyer supplied goods incorporated into imported merchandise; Tools, dies and molds; Merchandise consumed in production, and; Engineering, development, artwork, design, etc undertaken elsewhere than the US. Supplemental payment discussion will include Packing, Selling Commission, Royalty or License Fee, and Resale, Disposal or Use Proceeds.

EXPORTS

2017 Export Year in Review: The session will explore what exporters can learn from the regulatory and enforcement activity over the course of 2017. Drawing from industry examples the session will also provide the audience with practical tips for updating their compliance programs in response to those

changes. Finally, the session will attempt to look ahead to 2018 and provide practical advice about how to plan for anticipated changes.

Ace for Exports: Don Woods: CBP's ACE export platform provides an integrated structure that coordinates between CPB and the partner government agencies (PGAs) responsible for export oversight. This allows for a more coordinated transmission of submissions by the trade but at the same time permits more visibility by Customs and the PGAs for monitoring purposes. We will explain the benefits and advantages caused by these changes as well as the potential risks. We will also discuss the possibilities to mitigate risk regardless of the size of your export or compliance operation.

Deemed Exports – Procedures and Filing: Deemed exports have become a “hot” export controls topic in the past 10 years. Companies and universities are having a difficult time understanding the basic concepts surrounding what a deemed export is and when these licenses are required for non-US Persons.

This session will explain all the key definitions that practitioners need to know about deemed exports, deemed re-exports, technology and how the deemed export licensing process is tied into the process for obtaining US visas for your employees. Attendees will come away from this session with some practical and simple concepts for managing their deemed export licensing obligations and be shown how to apply for a deemed export license.

Denied Party Screening: Denied and restricted party screening is a critical control in trade compliance programs. Are your resources being focused on the right areas?

Encryption and Note 4: Jessica will be covering the sort of encryption products and source code which can be shared under Encryption exceptions such as Note 4 and the ENC License Exception. This will also include adjustments recently made as a result of the Wassenaar Arrangement.

Export Cyber Compliance: What is it and why it is important?: In the globally-networked and information-driven economy, export compliance risks have shifted to the cyber domain. However, most export compliance programs remain focused on physical export controls. This session will explore the cyber compliance gaps that have emerged between the traditional approach to export controls and the reality of doing business in the modern economy. The session will explore what cyber compliance is, why it is important to your company, and what you can do to begin closing cyber compliance gaps.

Global Export Export Update:Trends and New Developments: There's an entire world of export controls out there beyond the U.S., and this session will bring it all right to San Diego! We'll look at what countries have established export control systems, the main differences between U.S. and foreign export control systems, and what it means for U.S. companies with businesses, offices, technology collaborators, and/or suppliers based overseas. The session will help get attendees moving toward (or further along with) truly global export compliance!

Global Exporting with Maquiladoras and Mexico: Over the last two decades, Mexico has dramatically opened its economy to foreign trade and investment. Maquiladoras import parts and components from abroad, assemble the inputs into final goods, and then export their output. This session

is for those interested in understanding or carrying out manufacturing activities in Mexico for exports through what is known as the IMMEX Maquiladora export program. We will address common and important questions which arise when evaluating this kind of program. We will create a better understanding the IMMEX program by highlighting benefits and risks, opportunities and threats. The session will include a real-world customer example of using maquiladoras.

Practical use of Denied Party Screening: Kathy Canaan: Denied and restricted party screening is a critical control in trade compliance programs. Are your resources being focused on the right areas?

Preparing for a BIS Audit – Thomas Cook: BIS Audits can be painful and costly experiences to both trade compliance professionals and corporations involved in global supply chains.

This session will outline the concerns and potential consequences, but more importantly prepare you to manage a BIS Audit with minimal disruption and to the best interests of your company.

Sanctions Update - Developments and Trends and How to Adapt Compliance Strategies: Alison Stafford Powell: This session will bring you up to speed on the latest developments in US trade and economic sanctions with a particular focus on Russia, Iran, Cuba and North Korea. Hear about the latest enforcement trends. Learn practical compliance strategies for coping with rapidly changing sanctions policies in uncertain times, best practices for compliance screening and due diligence, and mandatory sanctions-related disclosure obligations and sanctions-driven banking and insurance restrictions to watch for.

Understanding IATA Hazardous Materials: This session will provide attendees with a practical understanding of the transportation of hazardous materials by air under the International Air Transport Association (IATA) Dangerous Goods Regulations (DGR). Attendees will learn how to use the IATA DGR to identify and classify a hazardous material, select the proper packaging, prepare shipping papers, mark and label packages, and comply with employee training requirements. This session will also cover important regulatory differences for hazardous materials prepared for transportation by air versus ground and enforcement issues.

Understanding USPPI /FPPI and AES Filing: USPPI, Exporter, Routed Export Transactions, Drop Shipments: terms that bring confusion to compliance professionals and the business people that they serve. This session will create a roadmap for understanding these concepts and for ensuring the accuracy of AES filing. Attendees will come away with tools needed to explain the various types of export transactions to the businesses that they serve, and to identify and resolve risks.

ZTE: From the Entity List to Industry Leading: Come hear the fascinating story of how the ZTE investigation started in 2012 and ultimately culminated in the largest sanctions settlement in history in 2017 - \$1.2B! Gain insights into the Entity List, Temporary General License, and Removal processes while Matt shares some lessons learned from this unique and challenging case. You will also learn

about the progress being made to take ZTE from the Entity List to a best-in-class compliance program while simultaneously working with a DOJ Monitor, a BIS Auditor, and the longest probation in history - 7 years!

GENERAL

Best Practices for Antiboycott Reporting: Recognizing and reporting prohibited requests for participation in foreign boycotts are often overlooked areas of compliance. Active and unwitting acceptance of such requests carries risk of penalties. Additionally, failing to report certain requests to the proper authorities, even when correctly rejected, also carries a risk of penalty. In this session, we will briefly review the regulatory obligations; examples of both prohibited and allowed requests, and discuss best practices for industry practitioners on how to manage this in your organization. This topic is not export specific and has application to import, purchasing and contracting as well as extra-territorial reach outside of the United States. Is your business addressing this in your organization today?

Compliance Employee Training Programs: There are several types of Compliance Employee Training Programs for an organization. In-person or automated. There are pros and cons for each method of course and one size does not fit all organizations. Whether you work for a large multibillion global company or a small organization. This session will discuss and review all of the many methods in which the trade compliance training can be applied by the compliance team to all group functions within the company.

Free Trade Agreement Best Practices: Attendees of this session will gain valuable tips and tools to assist in navigating the management of a Free Trade Agreement Program. This session will focus on building processes that work best for companies of all sizes. It will focus on Free Trade Agreement solicitation/request for annual documentation as well as Free Trade Agreement determination/qualification and the issuance of documents.

FSVP (Foreign Supplier Validation Program): The first part of my discussion will focus on my credentials and background for speaking on the subject of foreign validation. I will then present an overview of Dillard's C-TPAT program and our 3rd party security evaluation audit reports. The second part of my discussion will be to go over U.S. Customs request for validation of our foreign factory in New Delhi India in which I will explain our preparation steps including the 3rd party security audit conducted a week earlier. My final area of discussion will be to go over the 3rd party self-validation audit report I used at a Distribution Center and factory in Brazil this last April

Brexit 1 year and counting: Brexit will take effect on 29 March 2019. But what does Brexit mean in practice and what will the consequences be for trade policy both in the UK and in the EU. Above all how will Brexit affect US companies doing business in the UK and in the EU? John Grayston will use this Brexit presentation to provide the most up to date assessment of its impact as well as presenting a

brief review of what and how the EU operates in areas including customs regulatory trade defense and sanctions.

Creating Inter/Intra-Company Networks: “It Takes a Village” to be Compliant! The global import and export regulations are exhaustive, dynamic and complex. Ensuring compliance is too much for one person or even a team. This session will review case studies and facilitate brainstorm activities on how one can better leverage inter-company networks (trade associations, social networking, roundtables, etc.) and intra-company networks (finance, tax, security, etc.) to create and extended trade compliance “village”.

Show Me The Money! Negotiating Job Offers:

Let us show you how to get the most out of your next job offer.

Learn how offers are determined and how to negotiate salary and all the other goodies!

We’ll turn you into a lean mean negotiating machine.

Ask the Legal Eagles: Come ask the ICPA lawyers any legal question you want. A robust discussion is almost always guaranteed! This is an open forum.

U.S. Trade Policy as a (Re)Work in Progress: Trade Under the Trump Administration:

Description: “Make America Great Again” is a campaign slogan that was used by President Donald Trump in his 2016 presidential campaign. This presentation will explore what this means for U.S. trade ties with other nations by examining the discrete actions taken by the Administration and their results on U.S. trade policy. We also will discuss the trade compliance implications of shifts in trade policy.

U.S. Visa Sponsorship and Int’l Travel: U.S. Visa Sponsorship and International Travel: Foreign National business travel and employment visa sponsorship to the U.S. is getting more scrutiny than ever. Whether you are being asked to sponsor a visa or have foreign employees and/or customers coming to the U.S. for business on the Visa Waiver Program, there are some tips that can be followed to help your company and the traveler ensure compliance. We will also discuss some tips for handling I-129 certifications for U.S. employment and travelling abroad with laptops.

Confessions of a Customs Attorney: Have you ever been advised *to do* something, only to find your organization doing the opposite thing several weeks later? Or worse, have you ever been advised *not* to do something, only to find your company doing that very thing contrary to counsel’s advice? If so, you are not alone. Every day, companies from around the world seek advice and counsel on a wide-range of customs and international trade-related issues. Some follow the advice they’ve been given, while others, simply elect to “roll the dice.” This presentation is about those companies and what happens when they fail or choose not to follow the advice they’ve been given. Please join our speaker, Mark J. Segrist, Esq., as he shares a few stories of the trials, tribulations, and triumphs he’s faced in advising clients on a wide-variety of customs and international trade-related issues over the past decade.

How to Sell GTM to Your CFO: The pace of trade automation (“TA”) software implementations is rapidly increasing. This session will cover the TA software landscape, categories of software vendors, cost to implement, implementation methodologies, and the ongoing costs to run TA software post go-live. Attendees will not only learn about the various TA software vendors and their pricing models, but will also walk away with a clear return on investment strategy that can be used to help sell and obtain budget from their CFOs and CIOs.

Managing Customs and Trade in Asia: This session will look at the issues that should be keeping you awake at night and provide practical insights on how to get control, Asia is the fastest growing, most dynamic trade region in the world and it meets the 80/20 rule - 20% of business and 80% of risk. The session will cover risks from India to Australia, with a special focus on China and ASEAN. Common problems and best practices will be discussed, with an analysis of what works, and what does not.

Demonstrating ROI on Compliance: The challenges and opportunities for global trade management continue to expand and build in complexity. Sourcing and procurement continue to resource product from new locations and the expectation for managing delivery to a client change and require continuous improvement. At the same time, every company continues to manage aggressively to the “bottom line” and every department must be able to define and explain their value to an organization not only for growth, but often survival. This session will focus on a number of ways that trade compliance can display and explain true value and a return on investment through additional staff and tools to produce improved results to the organization overall. By reviewing a number of scenarios and analyses that have explained the benefit to a strong trade compliance commitment, this session will focus on repeating this process in the future.

CTPAT and Industry Trends in Vendor Audits: Hear the latest developments on C-TPAT, including recent updated guidelines, from CBP’s C-TPAT Director, Liz Schmelzinger. Sandra Fallgatter will discuss her company’s C-TPAT program, including factory audits and the Supply Chain Audit Network (SCAN) industry program. Dan Purtell will provide an overview of SCAN and how members have been able to share best practices, improve security and leverage SCAN to conduct shared audits and reduce audit fatigue with factories.

IMPORT

“Working with your Express Carrier for Compliant Clearances”: The session will explain how an Express Carrier processes shipments for Customs clearance. The purpose of the session is to discuss how the shipper and importer can work with the Express Carrier to ensure accurate and compliant Customs declarations.

Effective Use of ACE Reports: Since ACE is the primary system through which the trade community imports and exports, it is imperative for everyone in the trade community to learn how to effectively utilize the ACE reports available to them. This presentation is going to present information on how to effectively utilize some of the various ACE reports and show you how these reports can assist and be beneficial to your overall compliance efforts.

Tiptoeing through the Minefield: Food and Drug Administration (FDA) Compliance: As a food, device, or drug importer, have you ever been faced with any of these questions:

1. How does my company avoid FDA refusals at the ports?
2. Has my parent company filed the correct registrations as a foreign exporter?
3. What is Data Integrity and why does FDA care?
4. May our company avoid FDA audits?

For those of us who are ill-equipped, FDA Compliance may be a myriad of tricky and difficult questions. This program will address these issues and more to ensure that your company may be prepared for FDA issues thrown its way.

Drawback Simplification – New Ways to Make More Money: In the last year, duty drawback has experienced the largest changes in the program's history, including a new law and new regulations. This session will detail the largest changes from the Trade Facilitation and Trade Enforcement Act to ensure that your company takes full advantage of the drawback refund opportunities resulting from the simplification legislation. It is vital for drawback claimants to understand these changes to develop and maintain a complaint program.

Advanced Apparel Classification: In the ever changing world of apparel, more and more companies are creating new and unique designs, combining materials with improved technology. With this evolution, classification has become even more important to ensure companies stay compliant, avoid financial risk and reduce supply chain disruption to remain competitive.

In this session, we will be discussing, analyzing and dissecting the following areas:

- Garments based on essential character
- Two-in-one garments – Classification as one or separate garments?
- Modified tank tops
- Jackets made from bonded fabric
- Garments made from coated fabric
- Garments made from water resistant fabric
- Coats, jackets and similar to Anoraks
- Cover ups – Dress or swimwear?
- Commercial Invoice requirements
- Binding Rulings

This will be an interactive session with samples of the apparel in question.

2017 Import Year In Review: This session will cover the changing landscape of enforcement for importers. I will review significant developments in enforcement, regulatory changes, rulings of interest, and interesting cases in 2017. Attendees will gain an understanding of CBP key areas of focus so they can be prepared as they conduct their internal audits, knowing CBP's focus on what they perceive as areas of risk.

Advanced NAFTA: NAFTA is one of the most important trade agreements to date. The complexity for both importers and exporters in dealing with free trade agreements is already

significant and will continue to increase over time. As trade agreements and supply chains move towards closer integration, business needs to do so as well. Let's discuss current and future implications for your global organization. Understand the ins and outs of NAFTA and see real life examples of how your peers are using FTAs to their benefit.

Centers of Excellence: The Centers of Excellence and Expertise ended its test and have been fully operation since December of 2016. Yet many importers are still learning how they function with the trade. The Centers are one of the mainstays of CBP's Trade Transformation and are key to CBP's goal of importer account management. This session will be a discussion of how the Centers are organized, understanding the three (3) divisions of the structure that are in each Center, and how to communicate and work with them.

Preparing for and Surviving a Canadian Audit: ICPA Canadian counsel and Canadian trade law expert Darrel Pearson will describe the scope and nature of Canadian trade verifications and will provide tips and traps relating to their conduct, including the relationships between voluntary disclosures and audits. Darrel will also explain the obligations to correct and appeals that follow the completion of Canadian trade verifications.

Antidumping and Countervailing Duties: This session will provide an overview of antidumping and countervailing duty investigations, along with a focus on the internal controls necessary to manage risks for potentially subject imports. The session will also cover recent enforcement trends including the increasing use of the False Claims Act to pursue violations, and CBP's new compliance verifications under the Enforce and Protect Act of 2015.

FCPA Whistle-blower Cases on Customs Matters: Under the Foreign Corrupt Practices Act ("FCPA"), it is unlawful to make payments to foreign government officials to assist in obtaining or retaining business.

In this presentation, we will cover an overview of FCPA, enforcement trends, whistleblower provisions, and analyze key cases involving customs matters.

Attendees will learn how to manage and reduce FCPA exposure through proactive strategies such as training, internal audits, compliance manuals, careful selection and monitoring of third parties, and accurate recordkeeping.

CBP Regulatory Audit and Enforcement Update: Last year U.S. Customs and Border Protection (CBP) issued letters to major U.S. importers that encouraged the recipients to review their recent trade data as well as CBP's Informed Compliance Publications (ICPs), and reminded them of potential enforcement actions in the case of non-compliance with U.S. customs laws. This session will provide an update on CBP's approach to regulatory enforcement including, but not limited to, focused assessments, single response audits, CF-28 and 29 requests, new audit approaches, etc. It will also cover best practices to managing and dealing with CBP requests and audits.

Trade Compliance Considerations Pre and Post-Merger, Acquisition or Divestiture:

- Due Diligence: Identifying the effectiveness of your target's compliance program.

- Pre Close: Developing a pre-closure compliance integration strategy.
- Mitigation: The importance of finding and addressing the gaps.
- Post Close: Managing transition services and integration hurdles.

Valuation: transfer pricing, royalty payments, reconciliation & post entry adjustments:

Properly managing customs valuation is a critical area for customs compliance and an opportunity for duty savings. This session will review the methods for validating related party transfer prices and evaluating the dutiability of royalty payments. The session will also review methods for reporting retroactive transfer price adjustments, joint venture payments, royalties and other post-entry valuation adjustments through the reconciliation prototype and post entry adjustments, and provide tips on responding to CBP inquiries concerning declared value.

The New Direction in CBP Enforcement: This session will cover importer preparation for new enforcement initiatives and increased levels of enforcement of Customs and trade laws and regulations by CBP, particularly since the new Trump administration has taken office.

Covered areas:

Investigations into circumvention of Antidumping and CVD orders

Trade agreement investigations for importers claiming benefits – focusing on country of origin and other issues that impact trade agreement eligibility

Encouragement of competitors to provide information on Customs circumvention – under valuation and omitted elements of value (assists, etc.)

Participants will understand the heightened enforcement atmosphere at CBP and what an importer needs to think about in terms of assuring compliance and adjusting in-house compliance focus.

REPEAT

“How to respond to CBP 28s and 29s”:

The presentation will cover the internal process followed at a large importer to:

- ensure that CBP communications are forwarded appropriately within the company
- communicate with CBP and understand exactly what is being requested
- gather all relevant facts and samples if required
- thoroughly research the issue within Customs’ Regulations and policies
- correctly respond to CBP within the allotted timeframe
- action any changes that are required
- recordkeeping

CEE Impact on Trade Operations: CBP’s new commodity based CEE structure has big advantages for “partnership program” participants, but what if you’re just a “regular” importer? Let’s talk about how the CEEs are designed, how they really work, who they help, what can hurt, and how to get stuff done from the outside looking in.

HTS Classification for Sets, Kits & Composite (Combined) Goods: The session will focus on the nuts and bolts of classifying kits, sets and composite goods under the HTSUS. It will include a review of the GRIs, Explanatory Notes and HTS Chapter Notes, and examination of CBP rulings that focus on related issues that often prove challenging for importers. Attendees will gain a basic understanding of

the classification principles applicable to various kits, sets and composite goods and how to apply those principles to their products.

Navigating Chapter 98: How to Reach Your Duty-Free Destination: This session will address the requirements and benefits of various Chapter 98 provisions, including U.S. goods returned, repaired or assembled goods, and prototypes, among others. In addition to discussing documentary requirements and relevant timing issues, we will also focus on best practices for incorporating these money saving preference programs into existing import compliance programs. Participants will leave this session with a road map to achieve Chapter 98 compliance, and hopefully, a lot more duty-free imports.

Re-Exports - US Controls Overseas: US law enforcement and federal prosecutors aggressively enforce US export control law on shipments not just from the US but from foreign locations when US content is involved. This presentation will discuss how these matters are investigated, when and how US law applies outside of US territory (often to the surprise of US companies) and how you can best protect yourself from unlawful transshipment of US products.

Dealing with FP&P: You thought it would never happen. You receive notice that you have an issue before your local Customs Fines, Penalty and Forfeiture office. This session will explore the types of matters you have before FP&F, what happens if you mishandle matters before FP&F and how you can best avoid problems with FP&F or best handle those problems you cannot prevent.

Non-Resident Importing into Canada and GST: Companies shipping to Canada and acting as “importer of record” must pay the Canadian Goods and Services Tax on the duty-paid value of the goods. Properly structured, a non-resident importer can avoid paying the GST, be entitled to a full refund of the GST, or transfer the GST to its customer in Canada. Attendees of this program will gain insight into the various GST rules applicable to importers and will learn best practices and tips and traps in structuring import transactions to Canada.

Cyber Security and International Cargo Security Programs: The cyber threat to the supply chain has gone from perceived to real. Actual attacks to the supply chain infrastructure have occurred with devastating effects to both the physical movement of goods and the reliability of the supply chain.

This session will explore the modern threat of cyber-crime and cyber terrorism. It will focus on what is being done to counter the threat and how US companies can assess their level of preparedness.

Best Practices for Hand Carries to and from the USA:

Join this session to learn key strategies on hand carries including policy and procedure development, screening and hand carry shipment types. We'll discuss laptops and tools of the trade. We'll cover critical hand carry documentation. And we'll discuss key operational tasks and have an energetic discussion on what can go wrong.

Moving the ATA Carnet paper process into the 21st century!:

Do you deal with goods moving in and out of countries temporarily? Does your company take samples of their goods to different countries for trade shows? Well, come and find out what the smart business

people use as an efficient tool in the international trade to move goods in and out of countries duty AND tax free. Find out how the ATA Carnet industry is becoming a digitized, streamline process.

Routed Export Transactions: Learn more about your roles and responsibilities in an export transaction. Find out more about the differences and similarities with standard and routed export transactions

Country of Origin for Marking:

Mastering Country of Origin is a valuable skill in trade compliance. All items imported into the United States must be properly marked with their country of origin. In this session we will share a simple country of origin process, including how to determine country of origin (under both the NAFTA marking and substantial transformation), country of origin marking, including language, size, location and marking exceptions. As a bonus, we will also cover the use of “Made in USA” based on Federal Trade Commission Requirements.