



2019 ANNUAL CONFERENCE – ORLANDO

March 24-27th

SESSION DESCRIPTIONS

Import Track

Documenting Your HTS Classification Process - Estela Clemenz-Clark
Not Provided by Speaker

Drawback – The Force Awakens – Presented by Brian London

A long time ago in a regulation far far away.....

Trade Wars.....

A new administration is using presidential proclamations for Tariffs and Retaliatory Tariffs

What does this mean for Duty Drawback ?

And What is this Drawback Trading ?

We will review highlights from both the old (Core) and new (TFTEA) drawback laws / regulations. ACE and whatever else pain the Dark side has caused.

Export/Import Due Diligence and Disclosures for Mergers, Acquisitions, and Divestitures - Presented by Jim Bartlett

- Purpose of EX/IM due diligence.
- Due diligence checklist and methods.
- How to handle discovered violations.
- Successor liability.
- Post-closing actions.

FDA Codes, Requirements and Exemptions – Presented by Benjamin L. England

Understand FDA's import compliance universe, the importance of FDA product codes, affirmation of compliance codes, and intended use codes for successfully clearing FDA-regulated goods in ACE. Learn the meanings behind key FDA codes, their importance to industry and FDA, how FDA compliance integrates with Customs compliance, and how to avoid the dreaded "what-is-this-thing?" discussion with new FDA personnel. It's all about primary potential pitfalls of food, drug, cosmetic, device, and tobacco products importers.

How to Research and Write a Binding Ruling – Presented by Judy Haggin

The definitive use of “reasonable care” is obtaining a binding ruling for your imported merchandise prior to importation. A binding ruling can be obtained for HTS classification, valuation, origin determination and trade agreements. In this session, you will learn how to research and write a binding ruling request to best support your desired conclusion.

How to Stay Out in Front of CBP’s Evolving and Heightened Enforcement Initiatives – Presented by Sandra Horan

In today’s international trade environment, staying ahead of CBP’s enforcement initiatives can be a challenge. It is important to implement proper internal controls, while maintaining the ability to adapt to policy change. This presentation will offer an overview of how to develop/maintain manual or automated processes, identify CBP’s priority trade issues, and provide suggestions to assist importers in the management of pending and current Anti-dumping/Countervailing Duty investigations and orders.

How to Simplify Reconciliation in ACE – Presented by Tom Gould

In 2018 CBP launched the new reconciliation entry type in ACE. During this session we will discuss the requirements for filing a reconciliation entry (Type 09) in ACE, the differences between filing reconciliation in the old ACS system and the new ACE system and how importers can simplify their reconciliation process. We will discuss the different types of transactions that can be reconciled and when reconciliation is required. We will also learn the tips and tricks used by seasoned reconciliation importers on how to take the pain out of this process.

How to Work with Your Sales Team – Presented by Peggy Morris

This presentation will explain the steps that trade compliance can take to work with the sales team and why it is imperative that the two departments interact closely in the very beginning of the process. The sales team should understand the requirements so they can make sales decisions based on ensuring compliance, while at the same time nurturing the customer. Nothing can damage sales like a major compliance violation.

NAFTA Update – Presented by Cora DiPetro
Not Provided by Speaker

Post Entry Corrections and Reconciliation, What’s the Difference? Presented by George Tuttle, III, Esq.

A good import compliance program includes looking back at entries and seeing if they are correct, but how do we correct for mistakes or errors that we might have made in past entries? The only means to correct a previously filed but unliquidated entry is by using a Post Summary Correction (PSC) or the ACE Entry Reconciliation program. When should you file a PSC? Should you participate in the ACE Entry Reconciliation program? What happens if the entry is liquidated? Each program is unique and different, and the two do not overlap.

Find out the similarities and differences between the two programs and how best to use each to your advantage!

Setting up a Post Entry Process – Presented by Jessica Cook

Jessica will be covering the information needed to conduct a post entry audit including what to collect from Brokers, Accounts Payable, Shipping & Receiving, etc. Sample formats of audit tracking, use of ACE data, and KPI dashboards will be shared and discussed.

Small Parcel Import & Compliance – Presented by Shane Hill

As long as I can put it a standard box, I can ship anything through (Small Parcel Company here), right?” or sometimes known as “I never had to do this before...”With the recent surge of eCommerce solutions, companies are finding resources and markets from countries all across the globe to conduct business. Consumers are seeking out and purchasing goods from vendors never thought possible. As a result, CBP has seen a dramatic increase in the volume of informal and de minimis value shipments being presented for entry.

Unfortunately, this also raises the risk of dangerous or contraband goods illegally being shipped via small parcel services. U.S. and other countries have already begun to take steps to address and prepare for the continued rise of small parcel imports.

This session will speak on pros and cons of using small parcel couriers for international shipments and how you can align your business with compliance standards to prepare your company for the challenges that are occurring.

When Should You Self-File - Presented by Blane Carroll

This session will focus on the pros and cons of self-filing U.S. Customs entries and the business requirements, technology and the resources needed to be successful.

WTO Trade Facilitation: What does it Mean for You? – Presented by Stacy Dieve

In 2017, World Trade Organization members ratified the landmark Trade Facilitation Agreement (TFA). We will review how the TFA can expedite the movement, release, and clearance of goods across borders. We will discuss the TFA's measures for effective cooperation between customs and other appropriate authorities on trade facilitation and customs compliance issues. This session will also share how small and large companies alike can engage in TFA implementation efforts to take advantage of the simplification, modernization and harmonization of your export and import processes.

Tariff Engineering – Presented by Mikah Wisner

Gain an understanding of how Customs regulations can influence the design of products to reduce the cost of importation. Understanding the risks and rewards of engineering.

Export Track

Anatomy of an Internal Investigation – Presented by Chris Monahan

This presentation will cover how companies can think about and manage internal investigations. The material will provide examples and advice about how companies should approach an investigation from the issue first coming to light all the way through to conclusion. Mr. Monahan has experience representing companies through internal investigations of civil and criminal trade compliance and corruption matters as well as investigations in response to government inquiries. The course will provide strategies to mitigate the company's exposure throughout, to perform and carefully document a defensible and credible investigation, and to manage sometimes unforeseen issues that can arise in the course of such an investigation.

Controlling Deemed Exports with Foreign Nationals – Presented by Stacey Krause

Do you know where your technology is and who is accessing it? In a global company, this can be a tricky question to answer. This session will provide an introduction to the subject of deemed exports, case examples to demonstrate why you want to know and best practices to help your company navigate this tricky subject.

Dealing with US Sanctions Compliance Challenges in a Changing World –

Presented by Douglas Jacobson

The ever-changing US sanctions regimes lead to numerous challenges for trade compliance professionals. This session will provide useful information on the latest US sanctions developments, including sanctions on Cuba, Iran, North Korea, Russia and Syria. This program will also cover the following topics:

- Handling compliance challenges with respect to OFAC's 50% Rule.
- Understanding the jurisdiction of OFAC and BIS when it comes to sanctioned countries.
- Best practices for customer end-use and end-user statement.
- Update on the latest OFAC and BIS enforcement cases, including voluntary self-disclosure best practices.

EI – Auditing Strategies – Presented by Catherine Petersen

What to look for in Automated Commercial Environment (ACE) export report number 202 and Electronic Export Information (EEI) printouts. There is a direct relationship between the commercial invoice, packing list, certificate of origin, the Shipper's Letter of Instruction, the international bill of lading and the EEI data.

This session will identify auditing strategies using Excel spreadsheets and formulas to make the auditing process easier for you and your team. Low cost strategies for completing your EEI audits that produce a higher rate of accuracy and a data driven approach to communicate with the EEI filer.

Geo-Politics and Trade 2019: Beyond US/China – Presented by Pete Mento

With so much focus on the US and China these days, what issues are effecting trade beyond the world's two largest economies? In this session we will touch on the US and China, but go more deeply into trade and trade security issues in Europe, the Middle East, Africa, Asia, South America and Polynesia.

Hidden Exports – Presented by Constance Birden

The implementation of defined procedures is essential to an effective export compliance program. These procedures should include product jurisdiction, detailed commodity classification matrixes and a process of review for authorization before export. What about export activities that do not fall within your normal export compliance order of operations? In this session we will identify a few these potential exports, which can be described as “hidden exports”. We will discuss how to identify these commonly overlooked “hidden export” activities. Additionally, we'll outline strategies that can be implemented to mitigate the risks these exports pose to your company's overall compliance profile.

How to Add Automation to your Export Program – Presented by Sean Ryan

- Automation and technology are transforming the export compliance landscape and how companies manage compliance activities.
- This trending topic includes evolving global trade management automation tools, blockchain technology and its strategic application in cross-border operations, Robotic Process Automation (RPA) and Artificial Intelligence (AI) supporting internal control optimization and export control classification efficiency, systematic embargo and end-user blocks and deactivations, and data management solutions for technology transfer control frameworks.
- This presentation will cover these technologies and how global trade professionals can automate many key elements of the export compliance programs.

Trade with India – Presented by Joe Valentine

In this session Attorney Valentine will draw on his experience of working with the Indian government to review the regulatory scenario for international trade with India. He will identify the various regulatory agencies and describe their organizational structure, as well as explain applicable laws and regulations, procedures, recent regulatory changes and measures taken by the Indian government to facilitate trade. India has a very active record in enforcing trade remedies and he will discuss India's track record in this respect as well as at the WTO. He will also briefly review the recent retaliatory tariffs imposed by India on certain goods of U.S. origin and answer any questions.

Untangling License Exceptions under the EAR – Presented by Ajay Kuntamukkala

Licenses exceptions under the Export Administration Regulations can be complex and confusing, and it is sometimes difficult to know when they apply and

when they do not. This session will help to untangle the complexities of the EAR's license exceptions by (1) reviewing certain key license exceptions, (2) highlighting common pitfalls in the use of License exceptions; and (3) how to avoid violating the conditions of license exceptions by implementing appropriate compliance processes in your organization. This session is appropriate for new and experienced compliance professionals alike, and we will review advanced topics such as the use of license exceptions for 600/500 series items and embargoed countries. This session will not cover License Exception ENC in any great detail, as encryption will be addressed in other sessions.

Using ACE Export Reports for Compliance Monitoring – Presented by Shelly Vybiral

This session will cover tips for using ACE Export Reports to monitor your business's compliance with the Foreign Trade Regulations, as well as the EAR/ITAR (as they relate to AES reporting). ACE Reports gives exporters live data that can be used to audit and detect potential problems in real time. Gone are the days of requesting your data from Census once a year! This session will provide some ideas to consider when setting up ACE Export reports, and what to look for after running them.

When a Special Agent Knocks - What to Do and What Not to Do – Presented by Troy Shaffer

Practical information for international trade professionals in today's world of increasing scrutiny by federal law enforcement.

Repeat Track

2018 New Era of Trade Enforcement – Presented by Amy Magnus

In this new era of Trade Enforcement, what can traders expect from CBP? How has the alphabet of TFTEA, EAPA, FCA, 232, and 301 and the focus on trade changed things for compliance teams? This session will cover some of the emerging issues and enforcement energy of the past few months to help participants ensure they remain compliant in such turbulent and uncertain times.

ADD/CVD – Presented by Eric Rock

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.

Basic Steps of Export Compliance – Presented by Jackie Lehanh

- Export high level overview: jurisdictions, ECCN, paperwork requirement, USPPPI
- Case studies on above
- Sanctioned parties and Embargoes destinations and case studies on transshipments
- Red flags on export
- Exports and re-exports and case studies
- Penalties and Violations

Best Practices for Anti-Boycott Reporting – Presented by Mark Boileau

Recognizing and reporting prohibited requests for participation in foreign boycotts are often overlooked areas of compliance. Active and unwitting acceptance of such requests carry 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?

Best Practices for Professional Development – Presented by Linda Lexo

We don't just teach you best practices; we teach you how to develop your career.

Compliance Employee Training – Presented by Valerie Jacobs

Training is a foundation for success of any employee whether first joining a new team or expanding their current skill level. This session will focus on what key information is needed to create a positive onboarding experience for Compliance hires and how to keep current employees trained and knowledgeable as Trade Compliance continues to evolve. All participants are encouraged to attend as this session will cover all Trade Compliance focused training (Importers, Exporters, Brokers).

Don't Let This Happen to You! – Presented by Larry Hanson and Kathy Murphy

Not Provided by Speaker

Foreign Supplier Validation Program – Presented by Domenic Venezino

The Food and Drug Administration's Foreign Supplier Verification Program makes importers responsible for ensuring that their foreign suppliers use processes and procedures that provide at least the same level of public health protection as the FDA's preventive controls or produce safety regulations. The FDA is increasing the number of inspections it conducts under the FSVP, but many food importers are unfamiliar with these types of inspections and uncertain how to prepare for them. This presentation will review what importers should expect and how they can

prepare for an FSVP inspection.

Key Topics:

- background of FDA food inspections
- preparing for an FSVP inspection
- what happens at the end of the inspection
- enforcement implications and potential collateral consequences
- strategies for compliance

How to Nail an Interview – Presented by Rick Miller

Spend just an hour with our team of experts and we will reveal ancient techniques that have helped even the most pathetic losers stuck in dead end jobs morph into successful trade compliance professionals with inflated titles, prestige and earnings needed to travel, obtain diamonds, exotic sports cars and fame. We will share all the interviewing secrets you need to know to overwhelm and impress your new boss and annihilate any competition.

Make Zones Great Again! – Presented by Robert Yoder

This session will review basic requirements, address common issues and discuss some day-to-day procedures of FTZ administration.

Operating a Lean Compliance Team – Presented by Sara Bowersox

Trade Compliance isn't easy – but it's also a discipline where bigger is not always better. Let's talk about what it takes to do the job right, even if you are a team of one. There are "musts" and "shoulds" to consider, programs to join (or avoid), a host of service providers to negotiate with, and NEVER ignore the basics. I'll share some tricks that work for me, and pull some even better ones out of the audience.

This session will outline all the consequences and issues for concern but more importantly layout a specific strategy offering mitigation and best practices to protect your organizations interests in continued export operations. It will also include a contemporary "case study".

Organization Strategies for Global Trade Teams – Presented by Jeff McCauley

Not Provided by Speaker

Preparing for (and Surviving) a Canadian Audit – Presented by Darrell Pearson

ICPA Canadian counsel and Canadian trade law expert George Reid 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. George will also explain the obligations to correct and appeals that follow the completion of Canadian trade verifications.

Preparing for a BIS Audit – Presented by Tom Cook

This session will run for 60 minutes and will allow time for questions and participants interface.

BIS Audits can be painful and expensive experiences to corporations engaged in global supply chains. It can create chaos, panic and serious concern for trade compliance professionals and other corporate stakeholders.

The New CBP Enforcement Direction – Presented by Raymond Sullivan

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, including Section 232 and Section 301 duty assessments.

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.

General Track

A Simple Five Step Free Trade Agreement Qualification Process – Presented by Teresa Polino

A 5-Step Program for Free Trade Agreement Compliance Customers asking for FTA Certificates of Origin? Managers wanting to save money by filing FTA claims? How do you maximize these benefits while minimizing the risks that go along with them? Attend this session to learn about the 5-Step Program that every company should work through before it issues FTA Certificates or files FTA Claims.

Basic Accounting for Trade Compliance Professionals – Presented by Andrew Siciliano

All trade professionals will have to deal with an accounting matter at some point in their career. Accounting issues can arise in a number of trade areas whether it be reviewing a chart of accounts and trial balance for a customs audit, identifying contingent liabilities that must be accrued or assessing the right profit amount for a related party analysis. This course will strive to educate trade professionals on accounting basics as it relates to trade.

Blockchain: What is it? How does it apply to me? – Presented by Jeroen Bulters
Blockchain and cryptocurrencies have been a trending topic during the past few years. While the gold-rush is slowing down, now is a perfect time for reflection on these subjects. This talk will explain the basic of cryptocurrencies and its underlying technology "Blockchain" in a way that does not require PhD and will inspire you about its full potential including areas of application. You will be shown what is "beyond blockchain".

Denied Party Screening: Steps to Weed Out False Positives - Presented by Shelly Staggs

This Session will provide insight into best screening practices, including eliminating common words, using detailed search criteria and navigating the resources available to ensure accuracy in screening.

Everything You Need to Know: Update on EU Customs – Presented by John Grayston

EU Export Control, EU Sanctions, EU Data Protection and of course Brexit. And all in less than one hour!

Export Control in the EU and Current Dual-Use Reform Presented by Kolja Mendel
Like the US, the EU has a dedicated export control policy focusing on countries, companies (and individuals), commodities and services as well as their utilization. Also like in the US, violations may have grave consequences as they are subject to severe penalties. The systems, however, are different and the one of the EU indeed is intricate, also owing to the specific political structures in the relation of the Union and its Member States. In 2014, a complete overhaul of the Dual-use Regulation, its commodity lists and related authorizations was initiated.

The corresponding amendments have been intensively under discussion because of deep concerns by economic operators about the manageability of the new rules. The changes are likely to come into force already in 2019, and companies should prepare for adaptation of their policies avoiding new risks and taking the chance of new simplifications. The session will give an overview of the EU export control policy and shed a light on the upcoming reform and its consequences for businesses with EU engagements.

Export Basics for Import People Presented by Chris Skinner

If you have ever aspired to double the number of acronyms in your trade compliance vocabulary, and to know what they all mean, then this program is for you. This program is tailored for the trade compliance professional who needs an introduction to the most important areas of export compliance. It will cover the fundamentals of export controls, economic sanctions, and export reporting to Census, and provide a framework for understanding which laws apply, how they apply, and what your company must do to comply. It is the perfect primer for

Export Track ICPA programs and compliance team discussions on the ITAR, EAR, OFAC, EEI, AES, ACE, and ECCNs – glossary of acronyms to be provided.

False Claims Act – Presented by Jennifer Horvath

As Customs has ramped up enforcement on antidumping/countervailing duties (ADD/CVD) along with other priority issues such as classification, there has been an increased trend toward False Claims Act (FCA) cases being filed. FCA cases – also known as “whistleblower” cases – have their basis in the government being deprived of revenue. FCA cases can be filed by individuals who allege wrongdoing by a company to intentionally defraud the government of revenue owed. The individual can then receive a percentage of the collected revenue should the case be deemed legitimate by the government. We will discuss the most common types of claims made under the FCA for revenue owed to Customs, the elements of an FCA case, and how importing companies can help mitigate the potential for FCA claims.

How to Audit your IMMEX Operation in Mexico Presented by Homero Farias

IMMEX customs audits can be complex. In order to leverage the IMMEX program, companies are required to maintain and comply with various operating, and reporting requirements, such as inventory control, cross-border documentation, product classifications, special trade programs, etc. This session will focus on providing attendees with a holistic overview of IMMEX operations best practices, reporting and compliance requirements, ensuring that you are better prepared in case of a customs audit.

How to Gain Buy-In and Develop an Import/Export Compliance Program –

Presented by Jeff Simpson

In this session we will take an entertaining look at, explore, and discuss various proven techniques on how YOU can gain buy in and create an effective compliance program at your company. Topics will include tips on how to deal with and gain buy in from senior management, resource allocation, how to tackle implementation, and what to think about in terms of a GLOBAL program... to name just a few.

On-Line Compliance - Making Sense of E-Commerce Regulatory Requirements -

Presented by Lenny Feldman

As e-commerce transactions increase, the stakes for traders and regulators alike are growing exponentially. But while the business prospects are enticing to many, a solid understanding of the current as well as evolving regulatory requirements pertaining to imports and exports is vital in order take advantage of these opportunities in a compliant manner. In this session we will discuss: i.) critical laws and regulations; ii.) roles and responsibilities of parties; iii.) section

321 “de minimis”, informal entry and consumption entry data requirements; iv.) PGA requirements; v.) CBP facilitation, enforcement and partnership strategy; vi.) section 301 de minimis exemption; and vii) WCO framework.

The 5 Pillars for Better Leadership in Trade Compliance – Presented by Steve Zisser

Whether you are a leader or a future leader you must attend this one of kind session to learn the five pillars for accomplishing your goals, building your brand, gaining more resources, cooperation and building more productive teams. Leadership success in trade compliance is not about the technical import/export rules, instead today’s leader must focus on meeting the needs of the company, other leaders, departments and team members. Stop the frustration and disappointment, learn to be a better leader.

The Trusted Trader Program – Presented by Mike Laden

In July of last year U.S. Customs and Border Protection (CBP) announced major changes to the Customs Trade Partnership Against Terrorism (CTPAT) program. Since its inception, CTPAT has been a standalone security program designed to provide benefits to companies agreeing to the CTPAT Minimum Security Criteria. Some of the proposed changes to CTPAT include merging security and compliance together to form the basis of a Trusted Trader Program. This session will explore the Trusted Trader Program and the proposed changes to the CTPAT program.

The WTO Adrift: A Period of Transition Presented by Kathy Murphy

The future of the World Trade Organization is uncertain. The challenges that lie ahead are numerous and daunting. There are many reasons for this, but at the core of this crisis is competing visions—one vision supports the status quo of giving priority to developing countries and the other seeks to update stale rules and expand them to reflect the realities of modernized trade. This presentation will focus on the WTO’s ability to regain its distinction as an effective international trade forum.

Understanding EU Intra Member Logistics & Customs Complexities – Presented by Peter Bulters

Since 1993, the European Union has witnessed a free movement of people and goods through the internal market making it ideal for business, reality shows the opposite. In the past, all requirements were handled by export and import declarations, today EU business would have to take over these demanding and time-consuming roles. The participant will have a better understanding of the importance of compliance practices that can help users manage their legal and financial liabilities within today’s challenging trade compliance environment.

Bootcamp Track

CBP, Informed Compliance – Presented by Andrew Siciliano
Not Provided by Speaker

Commodity Jurisdiction – Presented by Olga Torres

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:

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

Country of Origin Determination – Presented by Matthew Bock

This session will cover the following:

- The importance of determining the Country of Origin (COO) for imported articles
- Preferential vs. Non-Preferential Rules of Origin (ROO) and determination methodologies for each
- Guidance for leveraging and complying with ROO and COO regulations

Session attendees will gain an in-depth understanding of (1) why country of origin determination is critical, (2) how to properly determine the country of origin of the articles they are importing, as well as (3) tips on how to leverage both preferential and non-preferential rules of origin in meeting country of origin determination requirements.

Creating a Functional Export Compliance Manual – Presented by Michelle Schultz

In this interactive session we will work through the do’s and don’ts of drafting and maintaining a good export compliance manual vs. a bad manual. Using case examples, we will highlight what US export enforcement agencies would want to see in an export compliance manual – for example, in a typical government investigation or friendly visit. Perhaps more importantly, we will dig into where to steer clear of counterproductive or liability-ridden text and risky practices. This is a practical session based on actual experiences, and we will concentrate on real-life tools and tips to help compliance professionals tackle this critical document with fewer headaches.

Customs Valuation Understanding Assists & Supplemental Payments – Presented by Marian Ladner

This session will zip through the basic elements of Customs valuation while delving into the various types of assists and their dutiability. Discussion will also focus on how you must prove the acceptability of related party transfer prices and the relative value of advanced pricing agreements; their use and value in supporting inter-company transfer pricing with U.S. Customs

Determining An ECCN – Presented by Norm Lubeck

In today's heightened regulatory environment, errors in ECCN determination and export reporting can result in penalties and shipment delays. This “hands-on” Workshop will review Commodity Jurisdiction, ECCN Determination, and Export Licensing, all of which are elements of an effective Export Compliance Program.

How to Prepare & Conduct a Broker Audit – Presented by Nikki Lee

Do you have an effective SOP that you can hold your broker accountable to? Is it time to audit your brokerage partner? Your companies' customs broker is arguably one of your most important trade partners; they ACT on your behalf! CBP expects importers to maintain oversight of their appointed customs brokers as a matter of reasonable care. During this session we'll discuss ways your company can prepare and conduct an effective audit of your broker.

How to Prepare & Conduct Your Import Internal Risk Assessment – Presented by Larry Freidman

Import compliance is more than juggling and putting out fires. Smart compliance professionals prioritize and allocate resources accordingly. In this session, we will walk through the identification of compliance risks (internal audit); the assessment of potential impacts (legal, reputational, and operational); communicating with management; and prioritizing efforts.

How to Select a Broker/Forwarder – Presented by Blane Carroll

In this session we will review the entire process for selecting a new U.S. Customs Broker and/or freight forwarder from the RFP Process to measuring performance.

HTSUS Classification – A GRI Review – Presented by Dave Glynn

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.

Intro to ITAR – Presented by Olga Torres

Join international trade attorney and ITAR expert Olga Torres as she discusses the important and complex subjects that must be mastered to stay compliant with the ITAR, including but not limited to jurisdiction, classification, licensing, license management, and post-export reform hurdles. This presentation will cover new concepts that were introduced during export control reform, such as the “specially designed” definition and will review best practices and provide tips for compliance. Attendees of the presentation will receive important resources necessary to stay abreast of the constantly changing regulations, develop ITAR compliance procedures, and avoid common errors that lead to violations.

Performing an Export Audit – Presented by Dan Chapman and Brian Cope

An open forum discussion and opportunity to hear about export program auditing best practices, things to keep in mind, things to watch-out for, etc. We hope that by the end of the session, you leave with at least one new idea to incorporate into your export audit program. Audience participation will be encouraged, expected, and rewarded.

Recordkeeping: Good, Better, Best & Bestest! – Presented by Jamie Adams

Recordkeeping: Good, Better, Best and Bestest - Review the basic requirements of import and export recordkeeping and review several case studies of how companies leveraged basic to advanced methods to meet the regulations and also drive efficiency and cost savings."

Understanding Encryption – Presented by Maher Shomali

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.

Understanding Export Licensing – Presented by Bruce Leeds

Are you new to the Wonderful World of Export Controls – or maybe need to refresh your understanding of the International Traffic in Arms Regulations and Export Administration Regulations? This session will cover the different US export control regimes and how they work. It will also cover the impact of Export Control Reform with examples of how it has affected controls on products and technical data. If that is not enough we will explain the different types of licenses, agreements, exception and exemptions.

