

## **ICPA-EU 2015 Session Descriptions**

### **IMPORT TRACK**

#### **Session Title: EU, Canada and China FTA**

**Speakers: John Grayston – Grayston & Company and Darrel Pearson – Bennett-Jones**

The EU-China FTA agreement is more than just an idea - but it has no meat at all as yet on its bare bones. We will project an educated guess at the likely content - based on the outcomes of other FTAs most recently concluded by the EU (EU-Korea; EU South Africa; EU-Mexico) as well as others that are agreed in principle (EU-Canada) or are in negotiation (EU ASEAN – Malaysia and Singapore). **Darrel Pearson** will give a detailed description of the evolution of the EU-CANADA (CETA) agreement – what we know and what we do not know. **John Grayston** will then present comments on other EU FTAs (concluded and in negotiation) with the objective of highlighting the areas in which the negotiations are likely to focus. The session will conclude with an inter-active debate on which issues would likely provide real benefits for ICPA members and which areas are likely to be ones on which active support will likely be required to secure any real trading benefits.

#### **Session Title: VAT Compliance and how to Manage VAT in the EU**

**Speaker: Peter Bulters – Livingston International**

VAT is a complex set of rules, which still has own interpretations by each Member State.

- VAT within the EU, is this an EU standard rule?
- What are the basic VAT rules for EU and her Member States?
- What could be the consequences for non-compliance?
- What kind of internal checklists could mitigate the VAT Risks?

#### **Session Title: Import Valuation**

**Speaker: Norm Lubeck - Tradewin**

Transaction value and its derivatives are standardized methods of determining appraisement for customs purposes, but there are other elements that must be added to and removed from the purported transaction value to arrive at the correct value for duty determination. We will review the different methods of valuation and explain how to manage those instances where importers supply materials to foreign producers for use by them in manufacturing the imported goods.

**Session Title: AEO Progress in the EU and Experiences in Other Countries**

**Speaker: Pete Mento – Ryan Tax, LLC**

Cargo security becomes more and more integrated across the global economy. 13 years after the Inception of C-TPAT questions still linger about the effectiveness of government/industry partnerships. What issues have come to the forefront recently that are making us question the future of the program? What does the recent rise of ISIS do to change the urgency of these programs? We will explore these questions and many more as well as the economic costs of a possible terror attack to the supply chain and the long range goals and plans of the EU and North American Economies to deal with such a threat.

**Session Title: Updates to the Union Customs Code**

**Speaker: Davide Rovetta – Grayston & Company**

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**Session Title: Building a Global Compliance Program**

**Speaker: Beth Foster - Novartis**

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**Session Title: Getting Ahead of Trade Issues**

**Speaker: Loredana DiCarlo – Xylem, Inc.**

How we've implemented the Trade Compliance program in the EMEA organization

- Audit plan
- Dashboard to use for monitoring the program
- Training plan
- Regional meeting
- How the program is maintained and improved

What my audience will gain by attending:

- Guideline on how to implement and maintain Trade Compliance program in their organization

### **Session Title: Using the BTI System as a Compliance Tool**

**Speaker: Axel Krause - Graf von Westphalen**

A major pillar supporting compliance in customs and international trade is the customs tariff classification. Non-compliance in this regard can even have a strategic impact on a company's business, in addition to financial or supply chain disruptions. The "if" and "how" regarding the application of the binding tariff information (BTI) system with the aim of achieving compliance and creating added value will be presented with examples and proposals for best practice approaches.

### **Session Title: Trans-Atlantic Trade and Investment Partnership**

**Speakers: Kathleen Murphy – Drinker, Biddle & Reath & Andreas Haak – Taylor Wessing**

This session will provide an overview of the Transatlantic Trade and Investment Partnership (TTIP). We will provide a summary of the ongoing negotiations from the perspective of one of the EU negotiators. We will also give a rundown of the U.S. trade community's reactions to specific aspects of the negotiations. It will highlight the key aspects, in particular how TTIP will facilitate trade between the EU and the US. Will TTIP really help global traders – or rather hinder them? Further topics this session will cover are the status quo of the negotiations, if there are any pitfalls and among others its relationship to CETA, EU (procurement) law and the Agreement on Government Procurement (GPA).

### **Session Title: EU Audits: How to prepare/What to expect**

**Speaker: Petra Mogyrosi – Eaton Ltd. UK**

Have you clarified an audit question in great details which resulted in 20 more questions? This session shall cover what to expect, how to be prepared and how to answer the challenging questions of a customs officer by using an export and an import customs audit case study, lessons learned.

## **EXPORT TRACK**

### **Session Title: Protecting Your IP**

**Speaker: Dr. Prof. Sandra Rinnert - Federal University of Administrative Science**

*On January 1, 2014, the new European Union Regulation for combating the influx of counterfeited goods came into force. It considerably increases the customs authorities' options to support private right owner in hindering the dissemination of fake products. This session will enable trade mark registrants, patent owners and other right holders to make better use of the available legal options in preventing counterfeits and hence protect their rights better. Also, the session will give those an overview on available possibilities who have not been considering intellectual property as a means for protecting markets.*

**Session Title: Export Controls for Multinational Companies**

**Speaker: Dennis Farrell – Analog Devices, Inc.**

The session will cover what multinational companies must do in order to ensure compliance with local country export regulations as well as U.S. Export regulations, which are extra-territorial. We will discuss basic export controls and expand the scope of controls outward into areas such as looking “outside the box” at the control environments within your company’s supply chain, such as indirect sales channels and suppliers.

**Session Title: EU Sanctions Update**

**Speakers: Tim Hesselink and Kathryn Bussey - KPMG**

Session Description: Worldwide sanctions have become more important and visible in geopolitics than ever before. Companies in international business are at the same confronted with additional legal rules for trade, which have become more complex and arrive at a fast pace. This session will focus on some key sanctions programs from both an EU and US perspective. The speakers will cover how sanctions legislation is created on both sides, give comparison insight and provide best practice examples of the complexity in sanctions legislation.

**Session Title: US Export Control Reform Update**

**Speaker: Larry Hanson - The Law Office of Lawrence W. Hanson, P.C.**

This session will cover not only change to US Export Controls but also the reasoning behind these changes, the direction of continued reforms and what this means in the evolution of your own export control compliance program.

**Session Title: Due Diligence on Mergers & Acquisitions**

**Speaker: Michiko Lloyd -- IntegrationPoint**

This presentation will provide recommended due diligence steps to take before and after a Merger & Acquisition. Recommendations will be derived from a peer study group of trade compliance professionals across Europe, and the primary compliance focus areas will be information technology, business process, and controls.

**Session Title: Meet the Regulators: (BAFA or another country's export agency)**

**Speaker: TBD**

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**Session Title: AEO Audit Preparation**

**Speakers: Sinead Bowes & Dennis Farrell – Analog Devices, Inc.**

Due to increasing globalisation of trade, increasing security threats and terrorist acts, the international movement of goods have forced customs administrations to shift their focus to securing international trade flow. The World Customs Organization ([WCO](#)) drafted the WCO Framework of Standards to Secure and Facilitate global trade (SAFE). In the framework, several standards are included that can assist Customs administrations in meeting these new challenges. Developing an Authorized Economic Operator program is a core part of SAFE. Mutual recognition through coordinated similar global programs have been launched which work towards one ultimate goal, that is, security in the supply chain. This session will cover the objectives, benefits, challenges and application process involved with AEO application and how to prepare for an annual AEO audit.

**Session Title: Optimal Usage of Duty Deferral Programs**

**Speaker: Tamas Nietsch – Flextronics**

Importing to the European Union – as to all other countries – often requires the payment of import duty, which increases the expenses of the production or that of the trade. There are several cases when paying import duties is not beneficial not only for the importer, but as well as for the importing country, for its economy and society. During this session we shall discuss about the customs procedures available in the EU (IPR, OPR, PCC, release for free circulation with a defined end use, bonded warehousing), which do not only support the importer's deferred duty payment, but open the possibility as well as to save the import duty. Further, we shall speak about the available (licensable) deferred payment options, when releasing the goods into free circulation.

**Session Title: Global Trade Trends: The WTO versus Bilateral and Regional FTAs**

**Speaker: James Lockett – Huawei Technologies**

This presentation takes a strategic view of global trade trends. The world trading system has seen both the benefits of the WTO rule system, and also its weakness in terms of updating itself. At the same time, increasingly countries have engaged in signing FTAs, both bilateral FTAs and also regional FTAs. The trade policy discussions in 2015 focus very much on so-called mega-FTAs, such as the three key regional FTA negotiations present today, those being the Transatlantic Trade and investment Partnership (TTIP) involving the US and the 28 countries of the EU, the Trans-Pacific Partnership (TPP) negotiations involving twelve countries, and the ASEAN & 6 negotiations, known as the Regional Comprehensive Economic Partnership (RCEP) negotiations, involving sixteen countries. All of these trends will be examined, and recommendations will be made of best corporate strategies to take advantage of them.

**Session Title: EU Economic Customs Procedures, Duties Suspensions and Tariff Quotas**

**Speaker: Henk Hartman - Independent Trade Consultant**

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