

2007 Quartet of Import/Export Programs



Four Premiere Events to Develop Your Expertise

Security and Trade-Importing in the Post 9/11 World Seminar

October 23, 2007 – Los Angeles, CA
October 29, 2007 – New York, NY
November 12, 2007 – Miami, FL

Export Compliance and Ethics Seminar

October 24, 2007 – Los Angeles, CA
October 30, 2007 – New York, NY
November 13, 2007 – Miami, FL

Export Control of Equipment, Technology and Services Seminar

October 3-4, 2007 – Las Vegas, NV

Advanced ITAR Workshop

November 14-15, 2007 – Las Vegas, NV

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SECURITY AND TRADE – IMPORTING in the POST 9/11 WORLD SEMINAR

How to keep your company running, profitable and COMPLIANT

In May 2007, U.S. companies imported \$192.1 billion worth of goods. In 2006 the total imports were \$1.86 trillion. If your company or clients contribute to these numbers, then this seminar is for you.

The devastating impact of recent large-scale recalls in various industries – such as tires, toys, food and prescription drugs – has prompted the U.S. government to form an import safety panel. How will this affect your company and its ability to import and sell goods in the U.S.? Do you have the correct compliance program in place or do you rely on third party vendors?

This program will discuss a high level view of not only the regulations but the practical effect of those regulations on your business.

- How will recent recalls in the fields of pharmaceuticals, toys, tires and food affect the process by which you import and do business?
- How is intellectual property classified?
- Does anti-dumping regulations work to your advantage?
- What are the civil and criminal penalties for non-compliance and can it be levied on an individual?

FACULTY

Lawrence J. Rosenzweig

Compliance Manager, New York District
Expeditors International

David R. Stepp

Partner
Bryan Cave

October 23, 2007
Los Angeles, CA

October 29, 2007
New York, NY

November 12, 2007
Miami, FL

Daily Schedule: 9:00a.m.-5:00p.m.
Breakfast and Lunch Included

1. Overview

- U.S. Customs and Border Protection (CBP) – Past and Present
- Modernization Act of 1993 - Shared Responsibility

2. WHAT HAS CHANGED IN COMPLIANCE AND HOW DOES IT EFFECT YOUR ORGANIZATION?

Security and Trade Partnerships

- Customs Trade Partnership Against Terrorism (CTPAT)
- Container Security Initiative (CSI)
- Secure Freight Initiative (SFI)
- Security and Accountability for Every Port Act of 2006 (The SAFE Port Act of 2006)
- Importer Self Assessment (ISA) Program

3. Special Trade Enforcement Programs

- Intellectual Property Rights (IPR); trademarks, copyrights and patents
- Textiles and Apparel including discussion on quotas for China
- Anti-Dumping and Countervailing Duties
 - ITC
 - Department of Commerce-International Trade Administration
- Bi-lateral Trade Agreements (FTAs,) including opportunities and challenges
- Participation in ADD/CVD Investigations

4. WHAT ARE THE PENALTIES FOR NOT FOLLOWING THE RULES?

- Range of Penalties from Criminal to Civil
- Section 1592
- Seizure/Forfeiture
- Penalty Procedures
- Liquidated Damages

5. WHO MONITORS THE MONITOR- WHAT NEEDS TO BE DONE INTERNALLY

Records Management, Audits and Compliance Tools

- Recordkeeping Best Practices-who keeps the records-internal vs. a third party
- Should we conduct internal audits? How often? How should they be conducted?
- Automated Commercial Environment/International Trade Data System (ACE/ITDS)
- What does Sarbanes-Oxley really require for import compliance



Federal Publications Seminars

Export Control of Equipment, Technology and Services Seminar

Export control of equipment, technology and services is a fact of life for U.S. firms and their legal advisors. Even in this era of deregulation, the transfer of equipment, technology and services is tightly controlled by the Government's extensive export licensing requirements.

Department of Defense, State Department and Customs Service officials favor tougher control of exports to minimize the chance of strategic technology falling into unfriendly hands. Department of Commerce officials favor reduced restrictions to improve the trade deficit and encourage high-tech innovation.

To assist you in successfully dealing with the export controls impacting your business, we have prepared this special course.

FACULTY

Karen A. McGee – CHAIR

Partner, Barnes & Thornburg, LLP

Glen Kaminsky

Attorney Advisor
BIS Program Division
Office of Chief Counsel for Industry and Security
U.S. Department of Commerce

Larry Mackey

Partner, Barnes & Thornburg, LLP

Theresa Youngblood

Director, Global Trade Compliance Strategies
Texas Instruments

John Ward

Group Supervisor, Arms and Strategic Technology Investigations, U.S. Immigration and Customs Enforcement (ICE) U.S. Department of Homeland Security U.S.

1. Statutes and Regulations

- Arms Export Control Act
- International Traffic in Arms Regulations
- U.S. Munitions List
- Export Administration Act
- Export Administration Regulations
- Commerce Control List
- International Emergency Economic Powers Act
- Foreign Assets Control Regulations
- Foreign Corrupt Practices Act

2. Controlled Transactions

- Military Sales
- Commercial Sales
- Dual Use Equipment and Sales
- Technology Transfers
- Proposals
- Manufacturing Licensing Agreements and Technical Assistance Agreements

3. Government Intervention

- State Department
- Commerce Department
- Department of Defense (DOD)
- Department of the Treasury
- Department of Justice

4. Current Administration Policy

- Focus
 1. Critical technologies
 2. EPCI controls
 3. Increased enforcement
 4. Encryption controls
- DOD Perspective
- State Department Perspective
- Commerce Department Perspective
- Intelligence Community Perspective
- New Initiatives

5. Export Licensing

- What's Required
- Exceptions
- State Department Licensing
- Commerce Department Licensing
- Where to Go
- Who Reviews
- How Long It Takes

6. Licensing Procedures

- Office of Defense Trade Controls
- Bureau of Export Administration
- DOD Involvement
- OFAC
- Encryption Exports
- Restricted and Embargoed Countries
- Licensing of Re-Exports
- Amending Licenses

7. Export of Technical Data

- What It Is
- How It's Treated
 1. State Department controls
 2. Commerce Department controls
- What Is an Export
 1. Transmission of information
 2. Oral exchanges
 3. Telecommunications
 4. The Internet
 5. Plant visits
 6. Offshore subsidiaries
- Who Is a Foreign Person?
- Defense Services
- Plant Visits by Non-U.S. Nationals

8. Enhanced Proliferation Control Initiative

- Nuclear Nonproliferation
- Chemical and Biological Warfare
- Missile Technology Controls

9. Enforcement

- Department of Justice
- Customs
- Other Enforcement Agencies
- Extraterritorial Application
 1. Foreign subsidiaries
 2. Re-exports
- Ethics Matters

10. Violations

- Elements
 1. Willful violations
 2. Knowing violations
- Liabilities
 1. Corporate
 2. Individual
- Penalties
 1. Criminal
 2. Civil
- Debarment from Government Contracting
- Denial of Export Privileges

11. Prosecution

- Who's Responsible
 1. Exporters
 2. Licensees
 3. Aiders and abettors
- Conspiracies
- Overseas Application
- Defense Strategies

12. Down the Road

- What to Expect
- Pending Legislation
- Critical Issues

October 3-4, 2007
Las Vegas, NV

Daily Schedule
9:00a.m.-4:00p.m.

Breakfast Included

Course ends 12:00 noon the second day



Federal Publications Seminars

Advanced ITAR Workshop

This one and a half day workshop is designed to provide an in-depth analysis of several key International Traffic in Arms Regulations (ITAR) exporting issues. The workshop provides a forum for an extensive, incisive analysis of critical issues confronting exporters in a dynamic, changing exporting environment.

The workshop features a participative, interactive methodology of discussion, hypothetical problems, and practical exercises. The faculty will provide a framework, explain the development of each issue and lead and facilitate the discussion. There are no prerequisites for the workshop other than your own experience.

FACULTY

Linda M. Weinberg – CHAIR

Partner, Barnes & Thornburg, LLP

Shane Folden

Section Chief, Arms and Strategic Technology Investigations, U.S. Immigration and Customs Enforcement (ICE) U.S. Department of Homeland Security

James Munn

Vice President
American Technologies Network, Corp.

Ray Wojszynski

Supply Management
Export Compliance Manager
Curtiss-Wright Electro-Mechanical Corp.

Shelly Vybiral

Export Compliance Manager
Lord Corporation

1. Dealing with Technical Data

- Defining Technical Data
- Distinguishing Public Domain Information
- Distinguishing Marketing and General Scientific Information
- Exemptions for Technical Data
- Dealing with Design Methodology, Engineering Analysis and Manufacturing Know-How
- Classified Technical Data and the National Disclosure Process

2. Deemed Exports

- Foreign Employees
- Personnel Exchanges
- Temporary Workers
- Plant Tours
- Monitoring Export of "Intangible Tech Data"

3. Licensing Exemptions

- Major Exemptions for Defense Articles and Tech Data
 1. FMS/Cooperative Projects
 2. USG End-User
 3. Canadian Exemption
 4. NATO Exemption
 5. In-Transit Exemption
 6. Parts & Components
 7. Equipment to U.S. Companies
 8. Events/Trade Shows
 9. DoD Direction Letters
- Major Exemptions for Defense Services
 1. Basic Operation & Maintenance
 2. Additional Services for NATO, Australia, Japan & Sweden
 3. Services specifically identified in FMS LOA
 4. Services authorized under Canadian Exemption
- Limitations on Use of Exemptions

4. Enforcement

- Recent Enforcement Actions by ODTC
- Terms of Recent Consent Decrees
- Agency Focus in Enforcement Actions
- Mergers & Acquisitions as Enforcement Events
 1. Audit Requirements
 2. What ODTC is Requiring in Merger Settings

5. Commodity Jurisdiction Determinations

- How to Draft a Successful Commodity Jurisdiction Request
- How to Interpret Commodity Jurisdiction Determinations
- Trends in Jurisdictional Rulings

6. Technical Assistance and Services

- Definition of Services
- Review of Types of Interaction Giving Rise to Potential Services
- Enforcement Trends with Regard to Provision of Defense Services
- Limitations of the Services Exemptions

7. Export Control Compliance Programs

- Compliance Systems
- Compliance Audits

November 14-15, 2007
Las Vegas, NV

Daily Schedule
9:00a.m.-4:00p.m.

Breakfast Included

Course ends 12:00 noon the second day

Export Compliance and Ethics Seminar

- Chiquita Brands International- \$25 million criminal fine and must maintain effective compliance and ethics program, 5 years probation
- Supermicro Computers- \$275,000 criminal and civil fines
- Yamada America, Inc. - \$220,000 civil penalty
- Data Physics- sales manager facing up to 100 years in prison if convicted and the Commerce Department is seeking worldwide export bans and hefty fines.

These are just a few examples of the ramifications for non-compliance with U.S. export regulations. It can happen to any company if the proper compliance and ethics program is not in place. Export compliance is not an option because it affects the bottom line.

Executive responsibility, competition, trade, compliance, risk factors, ethics, and export procedure, what do these all have in common? Profit. If your company or any of its subsidiaries does any exporting, this seminar will give you the tools to ensure that your company keeps its export privileges and retains its profits.

This one day seminar designed for executives and attorneys reviews four main components that will ensure that your company is compliant and responsible in its dealings.

FACULTY

Judith A. Lee – CHAIR

Partner, Gibson, Dunn & Crutcher LLP

Stephen J. Bogni

Chief, Arms and Strategic Technology Investigations
U.S. Immigration and Customs Enforcement (ICE)
U.S. Department of Homeland Security

John Caruso

Compliance Specialist, The Port Group

Bill Clements – SESSION LEADER

William L. Clements, Attorney At Law

Benjamin H. Flowe, Jr. – SESSION LEADER

Partner, Law Offices of Berliner,
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Director, Export Compliance, Qualcomm, Inc.

James Slear – SESSION LEADER

Of Counsel, Gibson, Dunn & Crutcher LLP

Jeffrey L. Snyder, – SESSION LEADER

Partner, Crowell and Moring

Cheryl Miller-Steuer

Chief Export Licensing Compliance Coordinator
International Trade Specialist, Citi

Trudi I. West

Director, Global Trade Compliance
Hitachi Data Systems Corporation

1. Introduction

- What is an export compliance and ethics program and why is it important.

2. Export Controls

- Legal Framework – Export Administration Regulations, International Traffic in Arms Regulations, U.S. Economic Sanctions and Sentencing Guidelines
- Business Risk Generators:
 - Globalization: engineering, R&D, sourcing, workforce, etc.
 - Centralized IT for global operations
 - Offshore subsidiaries
 - Mergers and acquisitions
 - Customers in high risk businesses
 - Business partners and suppliers
- Risk Mitigation Strategies
 - Classification of products, software and technical data
 - Building export control tollgates for all export transactions – product and data
 - Centralized vs. decentralized management structure
 - Centralized vs. decentralized IT systems
 - Know your customer (and all other business partners) – transaction screening

3. Export Ethics and Responsibility

- Tone at the top and execution in the field
- Voluntary and mandatory disclosures
- Omission, misrepresentations, and limits on advocacy
- Risks of “willful blindness” internally and with third parties

4. Developing Compliant Export Procedures

- Establishing and Administering Export Compliance Systems
 - Policy and Personnel
- Classifying Products, Components, Software, Technology
- Screening Transactions for License Requirements
 - Items Requiring License Based on Classification and Destination
 - Exports Requiring a License Based on Proliferation End-Use or User or Military End-Use
 - Various Government Denied Parties Lists
 - Escalating Reviews on Discovery of Red Flags Indicators
- Documenting Export Clearance and Working with Forwarders
- Screening Employees and Others for Deemed Exports
- Reviewing Outsourcing, Intra-company Transfers, Vendors, Other Non-Traditional “Exports”
- Handling Violations in Light of Increasing Penalties

5. Export Control Training, Assessments, Audits and Records Management

- What kind of training is required to comply with export control obligations?
- What purposes must training serve? Prevention? Compliance? Mitigation?
- How should training be conducted? What are the options?
- Should we conduct internal audits? How often? How should they be conducted?
- Record keeping Best Practices
- What does Sarbanes-Oxley really require for export control compliance?

October 24, Los Angeles, CA

October 30, New York, NY

November 13, Miami, FL

Daily Schedule: 9:00a.m. - 5:00p.m.

Breakfast and Lunch Included

3 EASY WAYS TO REGISTER

- Phone: (800) 308-1700 or (212) 337-8444
- Email: west.legalworksregistration@thomson.com
- Visit us at: www.westlegalworks.com

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LOCATION	Security and Trade – Importing in the Post 9/11 World Seminar	Export Compliance and Ethics Seminar	Export Control of Equipment, Technology and Services Seminar	Advanced ITAR Workshop
Las Vegas, NV			October 3-4, 2007 Flamingo, Las Vegas 3555 Las Vegas Blvd., South Las Vegas, NV 89109 \$995 (code 40637519)	November 14-15, 2007 Flamingo, Las Vegas 3555 Las Vegas Blvd., South Las Vegas, NV 89109 \$995 (code 40637444)
Los Angeles, CA	October 23, 2007 InterContinental Los Angeles Century City 2151 Avenue of the Stars Los Angeles, CA 90067 \$895 (code 40655464)	October 24, 2007 InterContinental Angeles Century City 2151 Avenue of the Stars Los Angeles, CA 90067 \$895 (code 40655467)		
New York, NY	October 29, 2007 Sheraton Manhattan at Times Square 790 7th Avenue at 51st Street New York, New York 10019 \$895 (code 40655465)	October 30, 2007 Sheraton Manhattan at Times Square 790 7th Avenue at 51st Street New York, New York 10019 \$895 (code 40655469)		
Miami, FL	November 12, 2007 Hyatt Regency Miami 400 SE Second Avenue Miami, FL 33131 \$895 (code 40655466)	November 13, 2007 Hyatt Regency Miami 400 SE Second Avenue Miami, FL 33131 \$895 (code 40655470)		

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COURSE MATERIALS: A comprehensive set of printed and bound materials containing outlines; background information and articles will be provided for each registrant.

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