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EXPORT COMPLIANCE[®]
TRAINING INSTITUTE
LearnExportCompliance.com

SEMINAR SERIES IN **Singapore**
2-4 MARCH, 2009 • AT HILTON SINGAPORE HOTEL



US Export Controls on Non-US Transactions[™]

A PRACTICAL GUIDE

Covers the **NEW**
De Minimis
calculation rules

Understand how United States export control rules impact Asian businesses

United States trade control laws and regulations impact companies who use or resell US-origin products, components or technology. The US Government can impose serious penalties for US and non-US companies who fail to comply with the extra-territorial US rules (including monetary fines, a loss of US Government contracts, or a complete ban from receiving any US items).

These seminars offer practical explanations and advice on what the rules are and how they impact companies outside the United States. Expect to leave these seminars with an in-depth understanding of what you need to do to keep your company compliant.

TWO BACK-TO-BACK SEMINARS:

US Commercial Export Controls & Embargoes

2-DAY SEMINAR

2-3 MARCH, 2009

A hands-on approach to complying with the **Export Administration Regulations** (EAR), including both export controls and antiboycott regulations, and Treasury Department trade embargoes.

TOPICS INCLUDE:

- Persons and Items Subject to US Jurisdiction
- US De Minimis Content Calculation
- Export Classification, NLR and License Exception Determination
- Denied Party, Red Flag and Proliferation Screening
- China Military Catch-All Rule
- Technical Data Reexports and Deemed Reexport, Third Country Nationals
- Office of Foreign Assets Control Regulations and EAR Special Country Controls: Iran, Cuba, Sudan, Syria, Iraq, North Korea
- US Antiboycott Regulations
- Export Enforcement and Compliance Programs

US Defense Trade Controls

1-DAY SEMINAR

4 MARCH, 2009

Learn the ins and outs of compliance with **International Traffic in Arms Regulations** (ITAR) in a format that is easy to digest.

TOPICS INCLUDE:

- Overview of US Defense Trade Controls
- ITAR Controlled Items and Activities
- License, Exemption and Agreements Requirements
- Supporting US Exporters Licensing Efforts
- Technical Data Considerations
- Dual Nationals and Third Country Nationals
- Sublicensing of ITAR Technical Data
- Brokering and Political Contributions, Fees and Commissions
- Returning Defense Items to the US

NEW This seminar will cover the new **Agreements Guidelines Requirements**

YOU WILL LEARN:

- ▶ How US export rules impact a wide range of transactions outside the US
- ▶ How the US enforces these export regulations on non-US companies
- ▶ Practical methods of complying with US export regulations

WHO SHOULD ATTEND:

Asian companies who deal with US-based companies or that purchase US-origin products, components or technology. Includes subsidiaries, affiliates, and parents of US businesses.

- Trade compliance officers
- Legal department
- Traffic personnel
- Administrators
- Customer service representatives
- Government liaisons
- Trade logistics personnel

TO SIGN UP:

Complete the seminar registration form on page 3.

SIGN UP EARLY & SAVE:

Register by **2 February, 2009** to get an early registration discount!

TO BOOK THE HOTEL:

Use the reservation form on page 5.



You can sign up for either seminar, or sign up for both and **SAVE USD\$375!**

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WHITE & CASE

US Export Controls on Non-US Transactions PROGRAM

US Commercial Export Controls & Embargoes Seminar

2-3 MARCH 2009

Program: 9:00 to 17:00
Registration: 8:30 on 2 March

Introduction to US Commercial Export Controls

- Key Control Concepts
- Comparison to International Controls
- Export Administration Regulations
- Bureau of Industry and Security

Items and Persons Subject to US Jurisdiction

- Controls on "US Persons"
- Controls on US Origin Hardware, Software and Technical Data
- Controls on Non-US Manufactured items Containing US Origin Content
- US De Minimis Content Calculation

Export Classification and Export Determination

- ECCN Classification
- "No License Required" Determination
- License Exception Determination
- Red Flag, Denied Party and Proliferation Screening
- New China Military Catch All Rule
- License Requirements

US Embargo and EAR Special Country Controls

- Office of Foreign Assets Controls (OFAC)
- OFAC Comprehensive Embargoed Countries: Iran, Sudan and Cuba
- OFAC Licensing and Approval Policy
- EAR Special Country Controls: Syria, North Korea
- Control Status of Libya, Iraq and Palestine
- Specially Designated Nationals

EAR Antiboycott Regulations

- Introduction
- Relationship to Arab League Boycott on Israel and other Boycotts
- Applicability to Transactions Outside the US
- Prohibitions and Exceptions
- Reporting Requirements

Export Enforcement

- How US Rules are Enforced Outside the US
- Corporate and Personal Fines and Penalties
- Enforcement Case Studies
- Preventing Violations

Compliance Programs

- Considerations for Developing a Corporate Export Compliance Program
- Types of Procedural Approaches
- US Government Compliance Program Recommendations

Technical Data Considerations

- Controls on Physical and Intangible Data
- Deemed Exports and Reexports
- Third Country National Considerations
- Emailed Data, Server Access and Downloads

US Defense Trade Controls Seminar

4 MARCH 2009

Program: 8:30 to 17:00
Registration: 8:00

ITAR Overview

- Control Concepts
- Controlled Activities
- United States Munitions List
- Directorate of Defense Trade Controls
- Reexports and Transfers
- US Defense Articles
- Technical Data
- Defense Services
- Prohibited Countries and Nationals
- Enforcement

ITAR Approvals

- Licenses
- Agreements
 - TAA's, MLA's and DA's
 - Licensees and Sublicensees
 - Dual and Third Country Nationals
 - NDA Requirements
- Supporting US Licensing Efforts
 - License Support Documents
 - Information to Provide US Partners

ITAR License Free Activities

- NATO Exemption
- Public Domain and Basic Marketing Information

Brokering

- Extra-Territorial Application
- Brokering Registration
- Prior Approvals
- Reporting

Political, Contributions Fees and Commissions

Returning Defense Articles to the US

- Temporary Import Licenses
- Temporary Import Exemption
- Notifying US Partners of Shipments

ITAR Ramifications on Non-US Business

- Defense Articles Restrictions
- Retransfer Approval Requirements
- Technical Data Controls
- Control Procedures

Compliance Programs

PROGRAM FORMAT

Participants receive training materials that contain annotated copies of the slides used by the instructors. Case studies are included. Questions are welcomed throughout the presentations. Instructors will be available before and after the presentations to discuss specific questions or issues.

An Export Compliance Training Institute certificate is issued to each attendee upon completion of the seminar. Our training manuals are also available for sale, if you find you cannot attend this seminar.

Dress code is business casual. A light breakfast, beverages, snacks and a lunch will be served each day. Special dietary requests can be accommodated; send your requests to Jill@learnexportcompliance.com no later than 3 weeks before the seminar.

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WHITE & CASE

Questions? Contact Jill Kincaid

PHONE: +1 540 433 3977

EMAIL: Jill@learnexportcompliance.com

SEMINAR REGISTRATION FORM

Please type or print clearly.

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 If different from above, enter your name as you would like it to appear on your certificate and name badge.

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Seminar confirmation and payment receipt will be sent to this email address.

How did you learn about this seminar? _____

TUITION

	If You Pay Before or On 15 February, 2009	If You Pay After 15 February, 2009
US Commercial Export Controls & Embargoes	<input type="checkbox"/> \$1075 _{USD}	<input type="checkbox"/> \$1175 _{USD}
US Defense Trade Controls	<input type="checkbox"/> \$700 _{USD}	<input type="checkbox"/> \$750 _{USD}
OR register for BOTH Seminars	<input type="checkbox"/> \$1400 _{USD}	<input type="checkbox"/> \$1550 _{USD}

Seminar Training Manual Options:

Printed manual INCLUDED with registration: NO CHARGE

Add CD-ROM in searchable format (optional): \$100_{USD}

If you have a Promo Code, enter it here:

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NOTE: Checks must be in US dollars and drawn on a US bank. Mail checks to our address below. Our Tax ID: 26-1638450

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If you would like to pay by wire transfer, contact us for instructions.

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NOTE: This form lists the fees for these seminars. The actual charges on your credit card statement may differ slightly due to daily fluctuations in currency conversion rates.

Fax or mail this form to:

Jill Kincaid, Manager Fax: +1 540 433 3978
 Export Compliance Training Institute
 243-L Neff Avenue Harrisonburg, VA 22801 USA



LearnExportCompliance.com

HOTEL INFORMATION

Seminar held at:
Hilton Singapore
 581 Orchard Road,
 Singapore 238883

Telephone: +65-67-372-233
 Fax: +65-67-327-237
 Website: www.hilton.com
 Email: Catherine.chong@hilton.com

Special room rate
 for seminar attendees:
 S\$320.00/night single/double
 (Price is in Singapore dollars)

The discounted room rate is available until 9 February, 2009

TO BOOK A ROOM:
 Fax the reservation form on page 5 to the hotel at +65-67-327-237. Mention "ECTI" to get the special room rate.

The cost of accommodation is not included in the seminar tuition. To book a room, please contact the hotel directly. Make your room reservations as early as possible to ensure room and rate availability.

YOU SAVE \$375_{USD}
 if you sign up for both seminars

SEMINAR DISCOUNTS

- ▶ Sign up early for the seminars by 15 February, 2009 and save up to **\$150_{USD}!**
- ▶ We also give discounts for multiple attendees from the same company, and companies participating in our Corporate Partnership Program. Please contact Jill@learnexportcompliance.com for details, before you register.

SEMINAR POLICIES

Manual: Each attendee receives a manual at the seminar. The manual is licensed for use by the seminar attendee only. If you need other options or more copies, contact us to discuss.

Cancellations: A cancellation fee of \$100 USD will be charged if the cancellation is made up to 15 days prior to the seminar. No refunds will be provided after this date, but a credit voucher can be issued for 80% of the paid tuition which can be used at any Export Compliance Training Institute seminar within a 12 month period.

US Export Controls

on Non-US Transactions: A PRACTICAL GUIDE

SINGAPORE HILTON HOTEL

-  **US Commercial Export Controls & Embargoes**
2-3 MARCH, 2009
-  **US Defense Trade Controls**
4 MARCH, 2009

OTHER EXPORT COMPLIANCE SEMINARS:

San Diego, CA, USA

US Export Controls January 26-27, 2009
Defense Trade Controls January 28-29, 2009

Munich, Germany

US Commercial Export Controls & Embargoes 4-5 May 2009
US Defense Trade Controls 6 May 2009

Montréal, Canada

US Commercial Export Controls & Embargoes 20-21 May 2009
US Defense Trade Controls 22 May 2009

Washington, DC, USA

US Export Controls June 15-16, 2009
Defense Trade Controls June 17-18, 2009

For more information & complete schedule, visit:
LearnExportCompliance.com



Website: tradecontrols.com

BSG Consulting is a global trade consulting firm that advises companies on how best to comply with export, import, transaction and activity regulations administered by the US Departments of Commerce, State and Treasury. BSG's consultants have extensive industry and government experience. Our wide range of services include providing day-to-day compliance consulting, conducting export compliance assessments, assisting companies with drafting and implementing export procedures.

WHITE & CASE

Website: whitecase.com

White & Case LLP is a leading full service global law firm with over 2000 lawyers in 23 countries. White & Case assists clients engaged in international commercial and financial transactions to ensure that their activities are in compliance with all applicable legal requirements. The firm counsels in a wide range of compliance areas, including export controls and economic sanctions, antitrust, Foreign Corrupt Practices Act, intellectual property, environmental, national security regulations, and bank secrecy. White & Case regularly helps clients to develop and implement internal compliance programs and to conduct internal audits and investigations. When necessary, the firm also represent clients in enforcement actions or other litigation relating to export controls and the other areas referenced above.

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The Export Compliance Training Institute (ECTI) offers:

- Two to four day comprehensive training programs on the EAR and ITAR
- Seminars around the world
- Special industry-focused programs such as seminars for aerospace, financial services, and information technology

TRAINING MANUALS: Seminar reference manuals are available for purchase in paper or searchable CD-ROM format. Go to: learnexportcompliance.com/orderform.pdf

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INSTRUCTORS WITH EXPERIENCE

This series of seminars will be presented by up to three professional instructors from the ECTI faculty. ECTI staffs its seminars with instructors who are widely respected experts in the field of export compliance and have many years of experience in interpreting and applying the rules.

THE ECTI FACULTY INCLUDES:

JOHN R. BLACK is a Principal of **BSG Consulting** and has been involved in US export and trade control matters since 1984. He advises US and foreign companies, law firms and governments on US export and has earned a reputation as one of the leading experts in the field. From 1984-88 he worked for the US Commerce Department, where he wrote the Export Administration Regulations (EAR) and interpreted it for government and industry. He uses his comprehensive knowledge of the US rules that impact military and commercial companies to help his clients stay in compliance without missing legitimate business opportunities. He has been a featured speaker at over 100 conferences around the world and has written numerous articles and several books on the subject.

GREGORY J. CREESER is a partner with **International Trade Compliance Strategies** and a consultant to BSG Consulting. Prior to joining ITC Strategies as a compliance consultant Gregory held the position of Corporate Director for International Trade Compliance with Goodrich Corporation's Washington Operations Office. Prior his years with Goodrich, Greg worked for four years as the Corporate Manager for Export and Import Compliance within TRW's Washington Operations office. Greg began his career in the export arena by serving for 2 years as a licensing officer within the Office of Defense Trade Controls at the Department of State. Greg has held the position of President of the Board of Directors of the Society for International Affairs (SIA), a non-profit defense trade educational organization, from 2004-2006. Greg received his Bachelor of Science degree in Political Science and Economics from Texas A&M University in 1987.

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MAARTEN W. SENGERS is a Principal of **BSG Consulting** and manages its Washington, DC office. He has extensive experience with export control regulations and has advised companies in a variety of industries on all aspects of export compliance. Mr. Sengers is intimately familiar with the Export Administration Regulations (EAR), the International Traffic in Arms Regulations (ITAR) and the Office of Foreign Assets Control Regulations (OFAC). He works extensively with government officials in export control matters and is thoroughly familiar with the regulatory process. Mr. Sengers is a regular seminar speaker on export controls worldwide. He received his law degree from the College of William and Mary in 1993 and his Bachelor's Degree in Economics with Honors from the University of Maryland in 1990. He is admitted to the New York, Washington DC, and Maryland bars.

MARC D. BINDER is a partner with **International Trade Compliance Strategies** and a consultant to BSG Consulting. Prior to joining ITC Strategies as a compliance consultant, Marc held the position of Director of Customs Compliance for Goodrich Corporation, where he was responsible for managing the Corporate Customs Compliance program. Prior to joining Goodrich, Marc was Director of Customs and Export Compliance for TRW Automotive, and prior to that he was Manager of Import and Export Licensing and Compliance for Lockheed Martin - Government Electronics Systems. Marc is a licensed Customs Broker, and was certified in the field of Hazardous Materials Transportation. Marc has been active in the International Logistics field for the past 25 years. Marc holds a bachelor's degree from Villanova University and has graduated from the Wharton Management Program, University of Pennsylvania. He also received certificates in Transportation and Distribution Management from Pennsylvania State University as well as training in Defense Packaging of Hazardous Materials for Transportation.

CHRIS CORR is Partner, Beijing, Bangkok, Washington, DC with **White & Case**. Christopher has over twenty years experience advising on international trade matters, including BIS, DDTT and OFAC export control and sanctions compliance, licensing and enforcement; national security controls on investment in US entities; antidumping, countervailing duty and intellectual property actions before the US International Trade Commission and the US Department of Commerce; trade litigation before US Federal Courts; Section 337 investigations; WTO and NAFTA rules governing goods, services, investment and intellectual property, as well as related dispute resolution panel proceedings; and other trade law matters. Mr. Corr has served as counsel in numerous high profile trade cases concerning semiconductors, computers and other electronics, steel products, lumber, seafood, agricultural products, chemicals, pharmaceuticals and technology transfer, as well as in the negotiation of government-to-government agreements.

SCOTT M. GEARTY is a Principal of **BSG Consulting**. Scott joins BSG from Microsoft Corporation, where he held a variety of international trade compliance roles. Prior to joining Microsoft, Mr. Gearty was a consultant at two boutique Washington-based export control consulting firms, MK Technology and Export Strategies, LLC. Mr. Gearty's clients have ranged in size from small start-ups to some of the world's largest companies, in industries including software, computer hardware, telecommunications, aerospace, and energy. Mr. Gearty is practiced in designing and implementing compliance programs, integrating controls into enterprise resource planning systems, conducting audits, and seeking export authorizations from government agencies. Mr. Gearty holds a Bachelor of Arts degree in international studies and economics from American University. He is also a licensed US customs broker.

“The seminar/training is a great way to support our knowledge in export rules. The presentations of the often complex export rules were simplified by the speakers, making them very easy to understand even if you don't have legal experience or background.”

Froilan P. Bayo, Lawyer/ITC Specialist, Emerson Electric Asia



To: Ms Catherine Chong, Reservations Supervisor
Hilton Singapore

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Fax : (65) 6732 7237
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**EXPORT COMPLIANCE TRAINING INSTITUTE
(ECTI, Inc)
1 to 4 March 2009**

Please submit the completed form by 1 February 2009
(Forms received after the dateline will be subject to availability)

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Deluxe Room at **S\$320.00++** per room per night (Room Only Rate)

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Check out time is at 1200 hrs on the day of departure. Use of room from 1200 hours to 1800 hours on the day of departure can be arranged for which an additional charge equivalent to 50% of the room rate will be levied. The full rates for an additional day will be chargeable for use of room beyond 1800 hours on the day of departure.

Signature / Date

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