



Legal Series

5th International Trade Compliance Conference

Enhancing Import and Export Compliance Techniques to Meet Evolving U.S. and Global Customs Requirements

April 15-17, 2015 / Chicago, IL

CONFERENCE CHAIRPERSON:

Jeremy Merritt

Sr. Manager, Office of International Trade Compliance
Ascend Performance Materials

ATTENDING THIS PREMIER MARCUS EVANS CONFERENCE WILL ENABLE YOU TO:

- **Conduct** successful trade relations with Russia, Ukraine, and other nations with ambiguous sanctions in place
- **Implement** an effective trade automation system to ensure compliance across both import and export departments
- **Structure** a compliance program that meets the ever-changing regulations of Customs and the Export Control Reform
- **Navigate** the complex waters of importing into China and other major players
- **Decipher** the latest updates from the Export Control Reform and Category XI

WHO SHOULD ATTEND:

Marcus Evans invites Vice Presidents, Directors, General Counsel, Associate General Counsel, In-House Counsel, and Managers with responsibility in the following areas:

- Global / International Trade Compliance
- Import / Export Trade Compliance
- Import / Export Operations
- Export Controls Compliance
- Licensing / Logistics / Supply Chain Management
- Customs Compliance

WHY YOU MUST ATTEND:

International trade compliance specialists and legal counsel managing import and export compliance need to ensure that all potential non-compliance risks are addressed and allocated to avoid any potential disputes or liabilities. With new regulations consistently being released by the ECR, sanctions in place within major nations across the globe, and common international customs challenges, global trade compliance is more relevant than ever before. This premier marcus evans conference will enable you to walk away with concrete examples and techniques to streamline trade processes, avoid non-compliance risks, and decipher emerging customs laws.



TESTIMONIALS:

VIDEO TESTIMONIALS - CLICK HERE

PANEL SPONSORS:

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FEATURING CASE STUDIES FROM LEADING TRADE COMPLIANCE EXPERTS:

Jeff Merrell
Vice President
Strategic Export Control
Rolls Royce North America, Inc.

John Wainwright
Vice President
Leggett & Platt Global Services

Corinne Kaplan
Vice-President, Affiliate Trade Compliance
Ethics, Trade and Security Compliance
Airbus Defense and Space, Inc.

Sydney Mintzer
Partner
Mayer Brown, LLP

William Van Amerongen
Director, International Trade Compliance
International Rectifier Corporation

Neely Pinnock
Director, Global Trade Compliance
Bemis Company, Inc.

Beth Pickering
Sr. Manager, Customs and Import Operations
ATK

Andrea Angelone
US Import Compliance Manager
Rockwell Automation

Diane Divin
Manager of Global Import and Export Compliance
Mary Kay, Inc.

Tina Shaughnessy
Counsel, International Trade Controls
GE Corporate

Laura Molinari
International Trade Counsel
GE Aviation

Kelly Guzman
Director, Global Trade Compliance
Allegion

Jeff Sammon
Director of Export Compliance
Baylor University

Claib Cook
Global Customs Director
General Motors

Travis C. Cresswell
Senior Counsel, International Trade Group
The Coca-Cola Company

J. Michael Taylor
Partner
King and Spalding

Jeremy Merritt
Sr. Manager
Office of International Trade Compliance
Ascend Performance Materials

Kartapurkh Khalsa
Senior Counsel and Director
Customs Compliance
National Oilwell Varco

Donald L. McCammon
Sr. Manager, Export/Import Control, Global Trade Compliance, Office of General Counsel
Raytheon Company

Julia Mason
Sr. Manager, International Trade Operations
ATK

David Thomas
Manager, Trade Compliance
Dyncorp International

Ian Eulloqui
ITC and Customs Manager
Electrical Components International

For further information, please contact: **Cassandra Ehrhart**, Producer, **marcus evans**
Tel: **312-540-3000 ext 6641**, Email: **cassandrae@marcusevansch.com**

1:00 Registration

1:30 Pre-Conference Workshop A

Discern Anti-Boycott Requirements and Language to Successfully Report and Fully Comply with US Laws and Regulations

U.S. companies face complex anti-boycott laws and regulations put in place by the government and risk facing civil and criminal penalties if they are not compliant. Not only is the risk of civil and criminal penalties relevant, but companies also risk losing valuable tax benefits.

This interactive workshop will provide you with the tools and strategies to:

- Implement effective training for employees to recognize anti-boycott language across multiple mediums such as e-mail, contracts, purchase orders, invoices, and more
- Comprehend each specific category of prohibited conduct and the slight exceptions that apply
- Analyze jurisdictional factors to determine whether they are problematic from a legal standpoint

Kelly Guzman, Director, Global Trade Compliance, Allegion

3:00 Networking Break

3:30 Pre-Conference Workshop B

Improve Harmonized Tariff Classification Compliance and Avoid Penalty Exposure

Determining the correct classification should not be taken for granted. Product knowledge and tariff complex is critical, therefore collecting the necessary information to make an accurate classification choice among several possibilities is essential. Companies must ensure proper due diligence and recordation.

This interactive workshop will provide you with the tools and strategies to:

- Understand the importance of product description and fact reliability while ensuring a consistent process
- Address challenges surrounding different interpretations of classifications among countries and auditors
- Reference ruling reviews to properly classify a product
- Increase levels of accountability and security by developing an audit trail to later monitor and review
- Comprehend key classification concepts to ensure a sound classification process

5:00 End of the Pre-Conference Workshops

Producer Info:

I would like to thank everyone who has assisted with the research and organization of the event, particularly the speakers for their support and commitment.

Cassandra Ehrhart

cassandrae@marcusevansch.com

Marketing Info:

If you would like further information about the event or information about how to book, please contact:

Angelica Anselmo

angelicaa@marcusevansch.com

Sponsorship Info:

Business Development Opportunities

Does your company have solutions or technologies that the conference delegates would benefit from knowing? If so, you can find out more about the exhibiting, networking and branding opportunities available by contacting:

Garret Neader

garretn@marcusevansch.com



marcus evans has requested CLE accreditation from all appropriate states. marcus evans certifies that this conference has been pre approved for CLE credits by the Pennsylvania, California and West Virginia State continuing legal education authorities and also approved for New Jersey and Colorado CLE credits via reciprocity. To qualify for CLE credits you are required to sign-in with your state bar number for every conference day that you are in attendance. CLE credits are subject to final approval from the individual state boards and certificates will be issued 6-8 weeks after the conference is held.

8:00 Registration and Morning Coffee

8:30 Chairperson's Opening Address

EXPLORING RECENT CHANGES TO GLOBAL TRADE COMPLIANCE

8:40

Overcoming Challenges in Implementing Import and Export Trade Compliance Programs

- Identifying the key elements that drive compliance
- Establishing the necessary export and import compliance system components
- Weighing the pros and cons of a combined import/export compliance system
- Exploring how to make import and export compliance a cohesive process within one organization

Jeff Sammon, Director of Export Compliance, **Baylor University**

9:30 Interactive Panel Discussion

Implementing a Global Trade Management (GTM) System to Ensure Successful International Automation

- Defining a "global" trade management system
- Implementing a tariff classification item master across various jurisdictions
- Ensuring the duty and tax savings of free trade agreements
- Managing the complexity of duty deferral programs and related legal reporting
- Considering and discussing the cost and internal effort involved with successfully implementing a GTM system

Claib Cook, Global Customs Director, **General Motors**

MIC Customs Solutions Representative

10:20 Networking Break

10:50

Anticipating Ambiguous Sanction Negotiations to Prepare for a Smooth Implementation Process

- Successfully implementing emerging sanctions programs
- Discussing best practices for successfully entering a market after sanctions are lifted
- Analyzing Myanmar sanctions to understand how to operate successfully with escalating regimes and sanctions

Tina Shaughnessy, Counsel, International Trade Controls, **GE Corporate**

11:50 Luncheon

IMPORT AND CUSTOMS COMPLIANCE TRACK DAY 1

1:05 Interactive Panel Discussion

Analyzing the *Trek Leather III* Decision to Understand the Implications for Importers

- Exploring the diminished protections formerly afforded to US importers by U.S. Customs & Border Protection (CBP)
- Discussing the reduced burden imposed on CBP when pursuing negligence claims against individuals because the agency no longer has to "pierce the corporate veil."
- Reviewing the articulation of a broader standard for bringing negligence claims against those that "introduce" merchandise into the US, even if they do not "enter" the merchandise into the US

Sydney Mintzer, Partner, **Mayer Brown LLP**

2:05

Addressing Complexities of Importing to Mexico as an IMMEX due to Modifications made to the Value Added Tax Law

- Assessing the impact of Mexico's Value Added Tax Law on temporary imports
- Analyzing best practices for customs valuation of goods imported under the IMMEX program
- Navigating the various options for a VAT payment
- Successfully operating with the Mexico Tax Authority's new requirements of IMMEX companies

Ian Eulloqui, Customs and ITC Manager, **Electrical Components International**

2:55 Networking Break

3:10

Identifying and Overcoming Common Standards of Origin Challenges to Streamline the Trade Process

- Determining what constitutes the country of origin to ensure a solid foundation for the process
- Avoiding non-compliance when operating with a nation without a Free Trade Agreement
- Identifying relevant criteria for reporting US country of origin determinations and declarations
- Understanding the connection between country of origin and government contracting

Beth Pickering, Sr. Manager, Customs and Import Operations, **ATK**

4:00 End of Day One Import and Customs Compliance Track

EXPORT MANAGEMENT AND COMPLIANCE TRACK DAY 1

1:05 Interactive Panel Discussion

Exploring Various Types of Export Authorities to Avoid Violations and Discover What Needs an Authority

- Identifying and analyzing what products require which license
- Comparing the different licensing options
- Assessing the impact that changes in the ITAR and EAR are going to have on licenses that you already have
- Pinpointing what new licenses should be obtained to avoid receiving fines

Jeff Sammon, Director of Export Compliance, **Baylor University**
William Van Amerongen, Director, International Trade Compliance, **International Rectifier Corporation**

2:05

Conceptualizing Export Licensing on an International Scale to Keep Up with a Global Market

- Approaching the international market with a global mindset
- Practical licensing techniques for compliance with the ECR
- Ensuring proper jurisdiction and classification of products and services is developed
- Establishing, maintaining and controlling relations with appropriate government licensing authorities

Donald McCammon, Senior Manager, **Raytheon Company**

2:55 Networking Break

3:10

Structuring a Compliance Program to Meet Ever-changing Regulations of the ECR

- Understanding how new ECR regulations affect export authorizations
- Anticipating amendments and changes to the FTSR (Foreign Trade Statistics Regulations) and how to train for them
- Ensuring compliance comprehension through ongoing education
- Training to ensure employees know exactly how to conduct an investigation for potential non-compliance

Julia Mason, Sr. Manager, International Trade Operations, **ATK**

4:00 End of Day One Export Management and Compliance Track

8:00 Registration and Morning Coffee

8:30 Chairperson's Opening Address

MITIGATING RISK AND IMPROVING GLOBAL TRADE COMPLIANCE PROGRAMS

8:40

Managing Trade Compliance within Ukraine, Russia, Kazakhstan, Belarus, and other Eastern European/Eurasian Nations

- Navigating the waters of new sanction party guidelines and regulations
- Researching, selecting, and implementing appropriate international trade software systems to streamline operations
- Managing import and export compliance for commerce in former USSR nations

Diane Divin, Manager, Global Import/Export Compliance, **Mary Kay, Inc.**

9:30

Reviewing the Incoterms 2010 to Comprehend the Impact on Risks and Costs between the Parties, Transportation Responsibilities, and Census / Customs Formalities

- Understanding legal delivery and risk of loss per Incoterms, and how they can relate to title transfer
- Assessing how risk of loss and title transfer interrelate to your company's policy on revenue recognition
- Reviewing the new Incoterms DAP and DAT, and which Incoterms they replace
- Understanding why FAS, FOB, CIF, and CFR should not be used for containerized cargo

Jeremy Merritt, Sr. Manager, Office of International Trade Compliance, **Ascend Performance Materials**

10:20 Networking Break

10:50

Analyzing International Import and Export Security Risk Assessment and Best Practices for Developing a Global Trade Program

- Developing global trade strategies that foster the mitigation and management of risk
- Adding value to the overall supply chain and market share
- Assessing the business structure, commodities, practices and locations to determine key players, work processes, procedures and policies for a successful global trade program

Neely Pinnock, Director, Global Trade Compliance, **Bemis Company, Inc.**

11:50 Luncheon

IMPORT AND CUSTOMS COMPLIANCE TRACK DAY 2

EXPORT MANAGEMENT AND COMPLIANCE TRACK DAY 2

1:05 Interactive Panel Discussion

Approaching Customs Valuation from a Global Perspective to Maintain Compliance with Changing Regulations

- Effectively dealing with intangible cost additions like royalties
- Overcoming boundaries when customs won't recognize an intercompany transfer price model
- Productively getting through an audit outside of the US despite counterparty lack of tax valuation knowledge
- Developing an effective and appropriate customs valuation methodology

J. Michael Taylor, Partner, **King and Spalding**
Travis Creswell, Senior Counsel, **The Coca-Cola Company**

2:05

Addressing Scope Issues Surrounding Antidumping and Countervailing Duties Laws

- Discovering sources that drive antidumping
- Defining what is and isn't an order from the CBP
- Streamlining the process of finding products with antidumping association
- Discussing new policies regarding non-market economies

John Wainwright, Vice President, **Leggett & Platt Global Services**

2:55 Networking Break

3:10

Investigating the Convergence of the C-TPAT and ISA Program to Understand the Concrete Benefits for Businesses

- Identifying tangible benefits in return for the huge effort importers put in to participate
- Addressing concerns of the FDA in validating importers' supply chains
- Evaluating and discussing common challenges of the convergence
- Discussing the pitfalls and positives of the program convergence since the start of 2015

4:00 End of Day Two Import and Customs Compliance Track

1:05 Interactive Panel Discussion

Implementing the New 600 Series Technology to Improve the Company's Processes

- Discussing challenges of conducting and submitting de minimis calculations implemented by foreign parties
- Conducting a review of the aircraft that has been transitioned out
- Studying which products can be considered dual use
- Assessing current and future movement of the items to the 600 series and managing that transition effectively
- Maximizing the 600 series to benefit your company

Laura Molinari, International Trade Counsel, **GE Aviation**
Corinne Kaplan, Vice President, Affiliate Trade Compliance, **Airbus Defense and Space, Inc.**

2:05

Assessing the Impact of Category XI on the US Munitions List and Export Controls to Better Understand How to Prepare

- Analyzing the learning curves that arise with compliance of commerce and ITAR simultaneously
- Reviewing US ML and CCL Lists to determine how to implement the new definitions into everyday operation
- Assessing how technical data, defense systems, and parts are affected and categorized

David Thomas, Manager, Trade Compliance, **Dyncorp International**

2:55 Networking Break

3:10

Discovering the Current State of Cloud Security and Implications on Export Control

- Examining the current state of cloud security and its implications when exporting data through the cloud
- Assessing information technology security and its affect on export controls
- Demonstrating a comprehensive managerial approach to IT security when exporting data through the cloud
- Automating your IT system to make it global and overcome the transition of paper to digital system

Jeff Merrell, VP Strategic Export Control, **Rolls Royce North America**

4:00 End of Export Management and Compliance Track Day Two