

# The Foreign Trade Association Presents:

## Fundamentals of Export Compliance



### A 2-Day Course intended for Export Compliance Professionals and Management with Export Compliance Responsibilities

**October 3-4, 2013**

A 2-Day Course  
Thursday and Friday -  
October 3-4, 2013

Registration: 8:45 a.m.  
Workshop:  
9:00 a.m. - 4:00 p.m. each day

Cost:

Before September 19, 2013:  
Member Price: \$425  
Non-Member Price: \$550

After September 19, 2013:  
Member Price: \$450  
Non-Member Price: \$575

Location:

Holiday Inn  
2726 South Grand Avenue  
Santa Ana, CA. 92705

Course Includes:

- > Class materials, lunch and refreshments. Persons completing the 2-day course will receive completion certificates.
- > 10 CES Credits from NCBFAA for attending this two-day course
- > Attorneys: Application for The State Bar of California MCLE credits pending for 12.00 hours



437 S. Cataract Ave, #4B  
San Dimas, CA 91773  
Phone: 888-223-6459  
Fax: 310-220-4474  
E-mail:  
info@foreigntradeassociation.com

The course will provide an in-depth review of regulatory requirements under the Census Regulations, Export Administration Regulations, OFAC regulations, ITAR and U.S. Customs export regulations. It will also cover practical advice for implementing and improving corporate export compliance procedures and for managing incidents of non-compliance. Topics will include:

- ▶ AES and related export procedures
- ▶ Customer and destination screening
- ▶ Classifying products under the CCL
- ▶ Particular issues with custom-made components
- ▶ Obtaining classification decisions
- ▶ How to determine if your export requires a license
- ▶ License applications and license exemptions
- ▶ End Use Controls
- ▶ Navigating the various OFAC embargoes
- ▶ Managing compliance by foreign subsidiaries and affiliates
- ▶ How to determine if a product is a "defense article" under ITAR
- ▶ Compliance with ITAR requirements
- ▶ Technical data, deemed exports and technology control plans
- ▶ NAFTA certificates of origin, recordkeeping and penalties
- ▶ How to respond to agency inquiries and enforcement actions
- ▶ Developing, implementing and improving an export compliance process
- ▶ When and how to make a voluntary self-disclosure

**Instructor:**  
**Erik Smithweiss**

**About the Instructor:** Erik Smithweiss is a partner in the Los Angeles office of Grunfeld, Desiderio, Lebowitz, Silverman & Klestadt. Erik has over 20 years of experience in the field of customs and international trade law. He has handled numerous export enforcement cases with BIS, OFAC, Census and Customs, and has assisted many companies implement and improve export compliance procedures.

[Please Click Here to Register Online](#)

Cancellations must be received in writing by 5 pm Monday, September 23, 2013 to receive a refund or to avoid being charged. Payment for this event is not deductible as a contribution or gift under federal law, but is most likely deductible as an ordinary and necessary business expense.