

# The Fundamentals of U.S. Export Control Regulations

*A Three-Day Interactive Session on Understanding U.S. Export and Import Regulations and Learning How to Navigate Them Effectively for Your Business*

This interactive seminar provides an easy-to-understand education for attendees on U.S. Export and Import Controls with practical guidance and exchange on industry best practices in developing and maintaining a successful International Trade Compliance Program.

The training will focus on the U.S. Government laws and regulations that apply to the export and import of products, technologies, and services and will highlight the specific practices you can implement to ensure your company manages them efficiently and effectively.

## THE SEMINAR WILL ADDRESS:

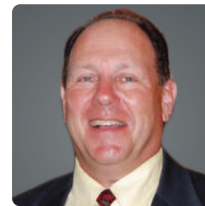
- International Traffic in Arms Regulations | **ITAR**
- Export Administration Regulations | **EAR**
- Foreign Trade Regulations | **FTR**
- U.S. Customs Regulations
- Office of Foreign Assets Control | **OFAC**
- Bureau of Alcohol, Tobacco, Firearms, and Explosives | **ATF**
- International Commercial Terms – **Incoterms**
- Compliance Program Recommendations

## WHO SHOULD ATTEND:

Industry and government personnel whose jobs involve international trade activity to include:

- Empowered Officials
- Program Managers
- Corporate Officers
- Compliance Managers
- Business Development
- Contract Managers
- Purchasing, Traffic, and Logistics
- Anyone making important decisions involving international transactions and technical interchanges with Foreign Parties or Persons

## INSTRUCTORS:



**Marc Binder**  
ITC Strategies



**Gregory Creeser**  
ITC Strategies

*“I’ve had the privilege of attending multiple ITAR/EAR Training sessions with Marc Binder and his team. Every time, it has been a valuable experience. The trainings provide comprehensive knowledge and understanding of the intricate regulations surrounding export controls...”*

**Carol Ann Stewart**  
Import/Export Supervisor and Empowered Official, Aviation/DoD Contractor

*“I have attended the U.S. Export Control Training seminar provided by the ITCS team of Marc Binder and Gregory Creeser. Their knowledge on this subject is extensive, and the information was delivered in an easy-to-understand manner and format that greatly assisted me in developing and applying practical and sensible risk-based compliance practices to our business...”*

**Nicholas Procopiadis**  
Chief Commercial Officer, SINAB

## UPCOMING SEMINAR LOCATIONS

**SAN DIEGO CA**  
OCT 8-10, 2024

**VENUE:**  
Courtyard by Marriott San Diego  
Downtown  
530 Broadway, San Diego, CA

[Details & Registration](#)



**DALLAS TX**  
NOV 12-14, 2024

**VENUE:**  
Embassy Suites by Hilton Dallas  
Love Field  
3880 W. Northwest Highway, Dallas, TX

[Details & Registration](#)



# The Fundamentals of U.S. Export Control Regulations

3-DAY LIVE SEMINAR AGENDA

## DAY 1

8 AM Registration | 8:30 AM - 5 PM Program

### Overview and Definitions

- Basic Overview of the U.S. Regulations
  - Export Administration Regulations (EAR)
  - International Traffic in Arms Regulations (ITAR)
  - Foreign Trade Regulations (FTR)
  - Office of Foreign Assets Control (OFAC) Regulations
  - Bureau of Alcohol, Tobacco, Firearms and Explosives (ATF) Regulations
- Terms and Definitions – The Language
- Requirements on U.S. and Global Industry – What Does It Mean to Your Business?
- What the Regulations Control

### Export Controls and Compliance

#### Jurisdiction and How Your Products, Services, and Technology Are Controlled

- U.S. Government Agencies (ITAR vs. EAR)
- Order of Review
  - Process for Determining Jurisdiction
    - Commodity Jurisdiction Requests (CJs)
  - Process for Determining Classification
    - Commodity Classification Requests (CCATS)
- **EXERCISES**

### Exemptions/Exceptions

- ITAR License Exemptions and EAR License Exceptions
- Requirements for Use
- Tips for Using
- Matrix of Options Available
- **EXERCISES**

### Licensing

- Types of Export Authorizations and When They Are Used
- EAR
  - BIS 748-P License Application
  - SNAP-R – Online Application Process
- ITAR
  - DSP License Applications
  - Agreements
    - Technical Assistance Agreement (TAA)
    - Manufacturing License Agreement (MLA)
    - Warehouse and Distribution Agreement (WDA)
    - When One Is Required Over the Other
  - DECCS (Defense Export Control and Compliance System)
    - Online Application Process
  - Ensuring That TAAs and MLAs Are Effective and Will Stand the Test of Time
    - How to Effectively Structure the Scope of TAAs for Different Activities
  - DSP-83s (End-Use Assurances)
    - When Required and How to Complete
  - Amendments to Export Authorizations
- Ways to Avoid Delays in Processing License Requests
- Post-Licensing Requirements and Reporting Requirements
- License Restrictions: Provisos, Limitations, and Conditions

## DAY 2

8:30 AM – 5 PM Program

### Address Attendee Subjects (Provided at Registration)

- Interactive Exchange
- Detailed Discussions

### End User Controls

- Denied Parties and Sanctioned Destinations
- ITAR – Ultimate End Use/User
- EAR – Military and Proliferation Controls
- **EXERCISES**

### Office of Foreign Assets Control (OFAC)

- Sanctioned and Embargoed Nations and Entities
- Denied Party Screening
- Licensing

### Antiboycott Restrictions and Rules

- How They Apply to Export Controls

### Customs and Shipping Compliance

#### Where Export Meets Customs

- Foreign Trade Regulations (FTR)
- Intro to Agency, CBP's Mission
- General Dos and Don'ts of FTR Compliance
- Forms and Correspondence

### Incoterms

- How They Apply
- How They Interact With and Affect Export Compliance
- **EXERCISES**

### Schedule B and Harmonized Tariff Schedule (HTS)

- What Are They
- How to Determine the Right Classification

### AES/ACE

- Automated Commercial Environment (ACE) and the Automated Export System (AES)
- Filing AES Yourself Versus Utilizing a Freight Forwarder (FF)
- Routed Versus Non-Routed Transactions
- Requirements and Responsibilities
- Power of Attorney (POAs) – Acting as Your Agent
- Common Filing Errors

### Export Documentation and Logistics

- Dealing Effectively with Your Freight Forwarder (FF)
- Dealing with Express Carriers
- Documentation Requirements
- Documentation for Licensing Versus Exemptions/Exceptions
- Shipper's Letter of Instruction (SLIs)
- Dealing with Freight Forwarder Errors and Omissions

## DAY 3

8:30 AM – 5 PM Program

### Violations, Disclosures, and Consent Agreements

- Detentions and Seizures
- Differences Between Detentions and Seizures
- Penalties for Failure to Comply or Violations of the Various Regulations
- What Can Happen
- Where to Get Help and Advice

### Voluntary Disclosures vs. Directed Disclosures

- What If You Find a Violation
- What and How Does the Government Find Out
- Your Options to Disclose
- Typical Consent Agreement Requirements

### Compliance Programs

- Ownership of Responsibility in a Company
- Development and Sustainment
- Models for Compliance Programs
- Compliance Manuals
- Developing, Using, and Monitoring Control/Compliance Programs
- Best Practices and Compliance Tools

### Procedures and Practices

- General Dos and Don'ts of Export Compliance
- Typical Procedures and Work Instructions, Where Are They Needed and Why
- Training Programs for Export Controls
- Implementation of Procedures and Work Instructions

### Documentation and Recordkeeping

- Recordkeeping Requirements
- Jurisdiction and Classification Determinations
- License Exemption/Exception Use
- Facility Visitors
- Foreign National Employees

### General Questions/One on One



The 3-day seminar is approved for 20 CES/CCS Credits

\*Topics and agenda order are subject to change.

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# Meet the Instructors

## Marc Binder



Marc is a senior consultant with ITC Strategies, an internationally recognized import and export consulting business offering a wide range of tailored services to assist companies—large and small—in maintaining compliance with the various U.S. laws and regulations associated with exporting or importing goods and services. Prior to joining ITC Strategies, Marc was the Director of Customs Compliance for Goodrich Corporation, where he was responsible for managing the Corporate Customs Compliance program. Prior to Goodrich, Marc was Director of Customs and Export Compliance for TRW Automotive, and prior to that, he was with Lockheed Martin – Government Electronics Systems in Moorestown, NJ for 20 years where he held a number of positions, such as Logistics Analyst, Traffic Manager, Materials Manager, and ultimately, Manager of Import and Export Licensing and Compliance.

Marc recently completed his second term as President of the Society for International Affairs (SIA) and has transitioned from his active role on the SIA Board of Directors to now serve as an Advisor to the Board. During his time on the SIA Board, he also held the office of Secretary/Treasurer from 2016 – 2018 and was Director of Planning and Education from 2006 – 2016. Marc is a former two-term member of the Department of Commerce, Regulations, and Procedures Technical Advisory Committee (RPTAC) and a former three-term member of the Department of State, Defense Trade Advisory Group (DTAG). Marc is a licensed Customs Broker and was certified in the fields of Defense Logistics and Hazardous Materials Transportation. Marc has been active in the International Logistics, Export, and Import fields for the past 30-plus 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 at the School of Military Packaging Technology at Aberdeen Proving Grounds. Marc speaks regularly at conferences and seminars in the U.S. and internationally on import, export, and customs issues. Marc is a native of Philadelphia, PA and now resides in the Annapolis, MD area.

## Gregory Creeser



Greg is a senior consultant with ITC Strategies, an internationally recognized import and export consulting business offering a wide range of tailored services to assist companies—large and small—in maintaining compliance with the various U.S. laws and regulations associated with exporting or importing goods and services. Prior to joining ITC Strategies, Greg held the position of Corporate Director for International Trade Compliance with Goodrich Corporation's Washington Operations Office. In this position, Greg was responsible for assisting the export and import compliance programs and international trade requirements for three major sectors with over 100 facilities located throughout the United States and overseas. Prior to 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 two years as a licensing officer within the then "Office" of Defense Trade Controls at the Department of State. In that role, Greg adjudicated export applications relating to Categories I, II, III, XI, and XII, as well as Commodity Jurisdiction requests. Prior to his days as a licensing officer, Greg spent eight years with the State Department's Office of Administration, traveling internationally with various presidential administrations to arrange the financial and logistic requirements for foreign policy visits made by the Executive Branch. Greg held the position of President of the Board of Directors of the Society for International Affairs (SIA) from 2004-2006. He also held the positions of Vice President, Communications Director, and Conferences Director for SIA. Currently, he acts as an advisor to the organization.

Greg is currently a member of the Defense Trade Advisory Group (DTAG) and has led and participated in numerous working groups to address issues and provide recommendations to the DDTCC. DTAG members are appointed by the Assistant Secretary of State for Political-Military Affairs on the basis of individual substantive and technical expertise and qualifications and are drawn from a representative cross section of U.S. defense industry, association, academic, and foundation personnel, including appropriate technical and military experts. Greg regularly speaks at conferences and seminars both in the U.S. and internationally on export issues. Greg received his Bachelor of Science degree in Political Science and Economics from Texas A&M University in 1987.

