

2011-2012

## Global Trade Webinars Ask the *Export Expert!*

- Addressing the essentials for success in global business today:  
*Business & Culture, NAFTA, Trade Compliance.*
- Especially targeted to new exporters.
- Succeed in the global marketplace. Reach new customers. Increase sales.
- Lunch hour webinars - Fridays (11:00am – 12noon)

### *Ask the Export Expert #5*

Special Focus- Export Classification: the foundation of every export compliance program. Jurisdiction and export classification relating to the two primary agencies- *Department of Commerce, US Bureau of Industry and Security*- Export Administration Regulations (EAR) for the Commerce Control List (CCL) and ECCN (Export Control Classification Number) & *the Department of State, Directorate of Defense Trade Controls*- International Traffic in Arms Regulations (ITAR) for the United States Munitions List (USML). Review guidelines for determining the appropriate application of the ECCN or USML; discuss obstacles/best practices in classifying products for export under these regulations.

Date: Friday, February 17, 2012

Time: 11:00a – 12noon

Presenter: Candice Knuteson, Director Export/Import Compliance  
Derco Aerospace and member MWTA Compliance Committee

Registration: \$35.00

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If you are having trouble signing up please contact [Angela Chopp](#) at 608.265.9585 UW Extension. Instructions will be sent to participants a few days in advance of the webinar date.

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[Aleda Bourassa](#), Global Trade Solutions, Waukesha County Technical College 262.691.5219.

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### *Ask the Export Expert #6*

Special Focus: Denied Persons; Entity List; Designated Nationals and Blocked Persons. Certain individuals and organizations are prohibited from receiving US exports and others may only receive goods if they have been licensed, even items that do not normally require a license based on the ECCN and Commerce Country Chart or based on an EAR-99 designation. This overview will help you understand the various denied persons lists that exporters must be aware of.

Date: Friday, March 16, 2012

Time: 11:00a – 12noon

Presenter: Paul Krolkowski, International Logistics/Customs Compliance Supervisor  
Cooper Power Systems and chair MWTA Compliance Committee

Registration: \$35.00

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## Ask the *Export Expert* #7

Export Clearance Requirements: Use of the Automated Export System (AES) is mandatory for filing of information for goods on the Commerce Control List (CCL) and the US Munitions List (USML). Discuss the Foreign Trade Regulations (FTR) published by the Census Bureau which require the mandatory filing of export information through AES or AES Direct when export shipments meet the required criteria. Certain filing timelines and destination control statements are required on export invoices and air waybills. Enforcement of AES requirements has increased and the penalties administered by US Customs & Border Protection (CBP) start at \$10,000.00USD. Join this discussion of the Export Administration Regulations (EAR) and International Traffic in Arms Regulations (ITAR) enforced by Census and CBP.

Date: Friday, April 13, 2012

Time: 11:00a – 12noon

Presenter: Rafael Chávez, Export Compliance Specialist

Derco Aerospace

Registration: \$35.00

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## Ask the *Export Expert* #8

Overview- Components of a Trade Compliance Manual: Export policy statement and selected components such as guidelines covering export control regulations, license determination, technology controls, recordkeeping, screening, anti-boycott, diversion.

Date: Friday, May (mid-May, to be determined) 2012

Time: 11:00a – 12noon

Presenter: Korin Brahm, Customs Compliance Administrator

Cooper Power Systems

Registration: \$35.00

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