

# Export Compliance Training

Presented by Allocca Enterprises, Inc.



*Allocca  
Enterprises, Inc.*

**Tuesday March 23<sup>rd</sup>, 2010 8:30a.m. - 4:30p.m.**  
**Location: Days Inn, 1000 Airport Blvd.**  
**Morrisville, NC 27650**

## Topics Include:

- Due Diligence- knowing your customer-knowing your customer/Common red flags
- Checking the 7 mandatory denial lists
- Security requirements/penalties
- Country specific requirements
- Export documentation & filing of the SED
- Schedule B classification
- NAFTA basics / Wood packaging requirements
- Insurance & Record keeping requirements

Who should attend: anyone involved with exports, sales, customer service, traffic manager, purchasing manager

Cost is \$425 per person (pre-register by March 15<sup>th</sup>).

\$475 to register after March 15<sup>th</sup>. Includes all reference material, morning pastries, coffee & lunch.

Seating is limited, registration form & payment required to guarantee seat. Must RSVP via fax 518.732.2241 Attn: Mike Allocca. Checks must be received no later than March 22<sup>nd</sup>. Please see website, [www.alloccaenterprises.com](http://www.alloccaenterprises.com), to pay via credit card on-line.

# Registration Form - Export Compliance

## Questions:

Did you know the civil penalties for export license violations have been increased from \$50,000 to \$250,000 per violation and criminal penalties have been increased from 10 years to a 20 year maximum jail sentence? These penalties are for export violations in conjunction with the EAR (Export Administration Regulations). The BIS had a 1,692% increase in \$\$ dollar amount of criminal penalties last year, the average fine was \$1,581,250. The average civil penalty was \$80,000 and both civil and criminal are usually given in combination of one another. If you're a publicly traded company, did you know that all employees including officers of the company can and will be prosecuted under the Sarbanes-Oxley Act of 2002, for knowing or should have known if your company was in compliance with export administrative regulations? If your company is not aware of what the export administration regulations are, or haven't taken a course of what might have changed, perhaps it is time to do so.

## Program Overview:

Upon completion of this program, you will be aware of the new export security requirements for all exporters. **You will have an 11 point checklist to guide you to full compliance on every export.** You will become aware of the required 7 lists that must be checked on all exports, and understand what common red flags means to you. They will review the 5 questions that you are required to know about your customer in every export transaction and discuss strategies on how to implement these into your organization. You will walk away that day with a better understanding of the regulations and with specific tools & instructions on how to begin building a secure and compliant department & company.

## Topics Covered:

- **Using due diligence reviewing the 7 lists from denied parties to sanctioned countries**
- **Knowing your customer - asking these 5 questions to understanding common red flags**
- **Terms of sale vs. terms of payment - using the correct incoterm**
- **Country specific requirements –Legalization, pre-shipment inspection, wood packaging**
- **Export documentation - what are you required to fill-out and retain**
- **Is an export license required, where to go to qualify for NAFTA, is your HTS # correct- where do you find this information**
- **Insurance, packaging, record keeping- strategies and responsibilities**

*Who should attend:* Traffic managers, purchasing managers, plant managers, shipping/receiving personal, compliance officer, ISO managers, sales managers/department, customer service managers, anyone involved/concerned with export compliance.

Detach from here and mail in with payment

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\$425 pre-register by March 15<sup>th</sup> / \$475 to register after March 15<sup>th</sup> (there are no exceptions)

Company Name

Number of attendees

Attendee # 1

Attendee # 2

Telephone #

1<sup>st</sup> e-mail address

Fax #

2<sup>nd</sup> e-mail address

Payment: (please mark)      Check      Credit Card (PayPal charges a 5% surcharge-pls use website to pay on-line)

Please make payment to Allocca Enterprises, Inc & mail payment to 570 Knickerbocker Road, Schodack Landing, NY 12156

\*\* Cancellations must be received 72 hours (3 complete business days) in advance of the program in order to receive credit towards a future program.

**Allocca Enterprises, Inc.**  
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