

Introduction to ITAR (International Traffic in Arms Regulations) and HTS/Schedule B Classification

Seminar Series in Detroit, MI
March 17-18, 2016

DAY 1: ITAR

This program will help you understand what ITAR is and how it may govern your defense related exports. We will go through an overview of ITAR, starting with what products can be subject to ITAR through the application and registration process. We'll then finish up with licensing and other areas of control. At the end of the program you will have an understanding of what is required and where to go for assistance. You will have a copy of the ITAR regulations and complete reference material moving forward. If your company is involved with military and defense articles and services, you don't want to miss this program.

DAY 2: HTS/SCHEDULE B

This program will help you begin to understand how to use the Harmonized Tariff System for imports and the Schedule B listing for exports. We will learn and review the 6 GRI- General Rules of Interpretation used to classify every product. We will go through instructor & CBP based sample classifications using each of the GRI's. By using the CROSS system we will show how CBP reviews binding ruling requests and what that means for your products. Many companies are exposing themselves unnecessarily by not regularly reviewing or understanding their own classifications. Importers and exporters are required to use reasonable care and due diligence in determining accurate classifications. Why not learn how to begin that process and keep your company in compliance?

WHO SHOULD ATTEND:

All exporters, compliance officers, trade lawyers, intellectual property lawyers, financial service providers and accountants involved in International business, freight forwarders and logistics professionals, engineers, university officials, and anyone else who deals with military defense articles and services.

NCBFAA CREDIT

This course has been submitted for NEI Continued Learning Credits by The National Customs Brokers & Forwarders Association of America (NCBFAA).

Day 1: ITAR:

6 CCS

Day 2: HTS/Schedule B

6 CES

NASBITE CREDIT

This course has been approved for CGBP recertification credits (CEUs) by NASBITE International.

Day 1: ITAR:

6 NASBITE CEU's credits

Day 2: HTS/Schedule B

6 NASBITE CEU's credits

COST:

Whole Workshop: \$495 (Days 1 and 2 – a \$55 savings!)

March 17, 2016: \$275 (Day 1 only)

March 18, 2016: \$275 (Day 2 only)

Register by February 5th and save up to \$100.

Registration fee includes breakfast and lunch for each day, and all training materials. All registrations must be received by **March 5, 2016** No refunds can be issued after March 5, 2016. Discounts are available for 5 or more attendees from the same company. Please contact info@eastmichigandec.org for additional details.

VENUE:

The Federal Reserve Building
1600 East Warren Avenue
Detroit, MI 48207



FOR MORE INFORMATION OR TO REGISTER ONLINE:

www.eastmichigandec.org

DAY 1: ITAR March 17, 2016

Topics covered:

- Understanding your role and responsibility as an exporter of defense articles and defense services.
- Learning what products can be subject to ITAR.
- What is the registration process and how much will it cost?
- Begin to understand what the U.S. munitions list is and how to use it.
- Learning about D-Trade2 and how to minimize delays related to the application process.
- Review the types of licenses, license exemptions, and how to file them with AES.
- Understanding how to comply with manufacturing license and technical assistance agreements.
- Record keeping requirements – what are they and how long should you be keeping them?
- How to avoid violations, penalties, and administrative procedures.

DAY 2: HTS/Schedule B March 18, 2016

Topics Covered:

- Understand how, why and when the Harmonized Tariff Schedule was created.
- Learn what the GRI – General Rules of Interpretation are and how they are used on every classification.
- Review the roles of a customs broker, freight forwarder and importer/exporter of record.
- Learn the difference between a Schedule B & HTS number.
- Understand how to use the CROSS- Customs ruling on-line search system.
- Review instructor & CBP based specific classification examples.

ABOUT THE SPEAKER

Mike Allocca has created and conducted worldwide compliance & logistics training for many of the world's leading companies. Mike is a Certified Global Business Professional (CGBP) through NASBITE. He won the trade partner of the year award in 2008 in Albany, NY. He has been appointed by the Secretary of Commerce to the District Export Council (DEC) in Columbia, SC.

Mike continues to keep updated on export/import regulations by regularly attending and/or hosting programs, seminars and events with the U.S. Department of Commerce, U.S. Customs & Border Protection, U.S. Department of Agriculture, Bureau of Industry and Security, U.S. Department of State, NAFTA – office of Intra American Affairs and the TSA.

Did you know...

- There are significant differences between EAR and ITAR guidelines. Responsibility for understanding and enforcing these guidelines rests solely with the exporter.
- ITAR and EAR compliance can be problematic for a global corporation because the data related to a specific type of technology may need to be transferred over the Internet or stored locally outside the United States to make business processes flow smoothly.
- Export control laws provide for substantial penalties, both civil and criminal. Failure to comply with ITAR can result in civil fines as high as \$500,000 per violation, while criminal penalties include fines of up to \$1,000,000 and 10 years imprisonment per violation. Under EAR, maximum civil fines can reach \$250,000 per violation. Criminal penalties can be as high as \$1,000,000 and 20 years imprisonment per violation.

Registration Form

Registration Policies:

- ✓ **Early Bird Discount** for registrations received by February 5, 2016. Save up to \$100!
- ✓ All registrations must be received by **March 5, 2016**.
- ✓ No refunds can be issued after March 5, 2016.
- ✓ Please use this form only if you wish to mail a check for payment. To pay with a credit card, please visit our website and register online.
- ✓ Discounts are available for 5 or more attendees from the same company. Contact info@eastmichigandec.org for additional info.
- ✓ Registration fee includes breakfast and lunch for each day, and all training materials.
- ✓ This course has been submitted for NEI Continued Learning Credits by NCBFAA.
- ✓ This course has been approved for CGBP recertification credits by NASBITE International.
March 17: 6 CEU's credits
March 18: 6 CEU's credits

If you have additional questions, please contact info@eastmichigandec.org

Please submit separate registrations for each attendee.

First Name: _____
 Last Name: _____
 Company: _____
 Title: _____
 Address: _____
 City: _____ ST: _____ Zip: _____
 Phone: _____ Fax: _____
 Email: _____
 Dietary Restrictions: _____

REGISTRATION OPTIONS

- _____ \$275 - Part 1 Only (March 17)
- _____ \$275 - Part 2 Only (March 18)
- _____ \$495 - Both Parts (March 17 & 18) **\$395 if registered by 2/5/16**

PAYMENT OPTIONS

TO PAY BY CHECK:

Make check payable to "East Michigan District Export Council"
 Personal checks are accepted, but must include telephone and driver's license numbers.

MAIL CHECKS AND REGISTRATION FORM TO:

East Michigan District Export Council
 Attn.: Event Registration
 211 W. Fort Street, Suite 1310
 Pontiac, MI 48226

TO PAY BY CREDIT CARD:

Please visit www.eastmichigandec.com to register online.