

Meet Your Instructor



Robert P. Imbriani has been in the international/domestic transportation and logistics field for over three decades. He has held various executive positions with major U.S. Customs brokers/freight forwarders. He is currently Vice President of International Operations at Team Worldwide. He also holds the positions of President for Team Worldwide Ltd. (Canada) and Team Customs Brokerage. Mr. Imbriani is a well-known speaker and educator in the areas of transportation, logistic solutions, customs brokerage, trade development and financial services. He is an adjunct professor in these areas at Pace University's School of World Trade and Baruch College.

Mr. Imbriani is a recognized authority in the international logistics field having provided "expert" testimony in numerous court actions. He is a regular contributor to major trade publications such as *Air Cargo Magazine*, *The American Shipper*, *The Journal of Commerce* and *World Trade magazine* and others.

Who Should Attend:

- Exporters involved in the Sales, Marketing, Traffic, Logistics, Engineering, Documentation or Credit departments of firms doing international business.
- Personnel involved in selling, transporting, expediting and accounting for international sales.
- Manufacturers and distributors seeking broader markets.
- Freight forwarders/customs brokers, consultants and attorneys.



395 Seneca Street • P.O. Box 1127
Oil City, PA • 16301

RETURN SERVICE REQUESTED

May 25, 2006

Erie Port Authority Conference Room
208 East Bayfront Parkway
Suit 201, Floor II • Erie, PA 16507
8:30 a.m. - 4:30 pm.

Export 2006
Controls
Seminar



REGISTRATION BY May 19th

Deadline: May 19, 2006

Cost: \$75.00 per person

Registration/Continental Breakfast: 8:00 a.m.

(Seminar begins at 8:30, adjourns at 4:30)

Phone: 814.677.4800 x104 • **Fax:** 814.677.7663

Mail: 395 Seneca Street, P.O. Box 1127

Oil City, PA • 16301

Email: lorimo@nwcommission.org (Lori Moore)

Make Checks Payable to "The Northwest Commission"

Name(s): _____

Organization: _____

Phone: _____

Fax: _____

E-mail: _____

Address: _____

Number Attending: _____

Total Cost (@\$75 per person): _____

Export 2006 Controls Seminar



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The Export Licensing Seminar Will Include:

- ▶ Introduction
- ▶ Export Administration Regulations (EAR)
- ▶ Structure of the EAR
- ▶ Ten General Prohibitions
- ▶ Export Control Requirements
- ▶ The Commerce Control List
- ▶ The Export License
- ▶ License Exceptions & NLR
- ▶ Step-by-step of Export Controls
- ▶ Classification
 - ▶▶ End-user
 - ▶▶ End-use
 - ▶▶ Country destination
 - ▶▶ Commerce Country Chart
 - ▶▶ License Exceptions
 - ▶▶ NLR
- ▶ Foreign Assets Control
- ▶ Anti-Boycott Regulations
- ▶ Automated Export System
- ▶ The Shipper's Export Declaration

What You'll Learn:

This seminar is essential for every U.S. exporter who wants to ensure that their shipments comply with the Export Administration Regulations (EAR). We'll provide you with an analysis of the EAR's structure and show you where to find the information you need. You'll go through a step-by-step approach beginning with classification within the Commerce Control List followed by use of the Commerce Country Chart to make a license determination. We'll discuss License Exceptions, end user/end-use restrictions, and export license application. The ten General Prohibitions will be thoroughly reviewed so you can be certain that you have performed all the steps necessary to make a compliant export shipment. Finally, we'll discuss the export clearance process and an exporter's record keeping requirements under the regulations.

We'll also review a recommended export management system structure and process to provide for your company's ongoing compliance. When you complete this seminar, you'll have the tools you need to fully comply with the EAR and avoid serious administrative, civil, or possibly, criminal penalties.

