

# Export Compliance 301

*A 3-hour introduction to Export Compliance issues*

**Roanoke, VA.**

**Wednesday July 14<sup>th</sup>, 2010 9am – 12pm**

Ever since the 9/11/2001 terrorist attacks on our country, the US Government has tightened up export compliance rules and regulations and has added severe fines for non-compliance.

It is certainly no longer “exporting like we used to do it!”

***Now learn about key export compliance issues, and what you must know about them, and what your company must do to avoid getting fined for non-compliance.***

***Join other area businesspeople to find out about:***

- **Schedule B numbers** (What are they? Who needs them? What are they used for? How to you get them?)
- **ECCN** = Export Commodity Control Numbers (Why do you need one? For what purpose? How do you get one?)
- **ITAR** = International Trade in Arms Regulations (What are “dual purpose” products? What are military-use products?)
- **EAR** = Export Administration Regulations (Do they apply to my products?)
- **FCPA** = Foreign Corrupt Practices Act (The long arm of the US Government! How to avoid getting in trouble for bribery!)
- **UN Convention of Terms & Conditions of Sale** (Include? Exclude? Why not use your “regular” Terms & Conditions of Sale?)
- **Your business contract with your foreign reps or distributors** (What to watch out for...and who is watching your contract?)

This will be an interactive, interesting session with plenty of opportunity for you to get involved and ask questions!

## Who should attend?

**Qualified job functions:** Anyone involved with EXPORT COMPLIANCE responsibilities, such as:  
*CEOs, CFOs, Business owners/managers, operations managers, office managers, export managers, shipping mgrs/supervisors, logistics mgrs & staff, and all new employees involved in export compliance functions - get them “up-to-speed” quickly.*

**Business types:** Virginia exporters (manufacturing- or service companies)

**Admission:** Admission is free to qualified, pre-registered attendees! Max seating: 25 (3 attendees max from same company)  
After receiving your completed registration form, we will confirm your admission by e-mail.

**Event venue:** Address information provided on Registration form.

**Registration:** Completed Registration form must be received no later than July 6<sup>th</sup>, 2010.

To request a registration form, contact regional VEDP office below, or click here: [Export C-301](#)

Presented by:



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