

Export Compliance 301

A 3-hour introduction to Export Compliance issues

Roanoke, VA.

Wednesday July 14th, 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 6th, 2010.

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

Presented by:



Virginia Economic Development Partnership [VEDP]
International Trade, Regional Office – Lynchburg
Serving business clients in Central & Southside Virginia
Ralph Torning, International Trade Manager
22776-H Timberlake Road, Lynchburg VA 24502
Ph: 434-582-5182 rtorning@yesvirginia.org

Co-sponsored by:

