

Evolutions in Business

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COURSES AT YOUR FACILITY
Evolutions in Business
Export, Import Compliance

Export, Import Regulations
(EAR) - (ITAR) & (CTPAT)
Advisors Since 1989



Classes • Export & Import Training

- Export Regulations EAR and ITAR
- Export Documentation, AES filing requirement
- CTPAT- Customs Trade Partnership
- NAFTA- North American Free Trade Agreement

Summer & Fall 2009/ Winter 2010

Classes at your Facility Only \$ 750

Call 978-256-0438 to Register

AES Mandate & Export Documentation

The Export Regulations (EAR)
 The DPL & SDN Lists • Determining ECCN
 Proper Documentation • AES filing Mandate
 Gov't Required Record Keeping
 Incoterms 2000 • Methods of payment
 Classifying Products (Schedule B's HTS, ECCN)
 Commercial Invoices • SLI's and SED's

Export Compliance "Best Practice" EAR

Are You Subject to the EAR or ITAR
 Minimum Standards to be in Compliance
 Understand the General Prohibitions
 Restricted Lists - The Denied Parties, SDN, Entities,
 Debarred and Unverified Lists • Determining Correct ECCN
 Export Licenses and Exceptions AES filing & EMS
 Government-Required Record Keeping • Deemed Exports

Export Compliance "Best Practice" ITAR

Is Product Military PART 121
 Understanding Military Application when not PART 121
 Foreign Nationals, Visitors, Employees, Deemed Exports
 Technology Control Plans
 D-Trade Filing • ODTIC Compliance Manual
 Debarred Lists • Types of State Dept Licenses
 Exemptions • Fines and Penalties
 Government-Required Record Keeping

NAFTA & Other Free Trade Agreements Singapore, Israel, Australia, Bahrain, Chile

Rules of Origin • Eligibility determination
 Understanding HTS • Bills of Material Review
 The NAFTA Certificate • Other FTA Certificates
 Gov't Required Record Keeping
 Fines and Penalties

Basic Import Compliance and CTPAT Overview

Best Practices of Compliant Companies
 CTPAT, Customs Trade Partnership Against Terrorism
 Continuous Bond • Importer of Record
 Tariff Classification (significance, duties taxes, valuation etc.)
 Country of Origin Marking and Significance
 Types of Entry • Commercial Invoices
 TIB's • Carnets

Compliance Required – ITAR, EAR, ATF, CTPAT, AES, FTA's

Export Regulations Compliance and Controls are required of every exporter. Jurisdiction covers all U.S. exporters and their subsidiaries.

All exports are subject to the Export Administration Regulations (EAR), even when your product appears benign. There are screenings of the various lists, Denied Parties, Specially Designated Terrorists (SDT), Unverified, the Entities List and the Specially Designated Nationals (SDN) list to contend with. There are exports that could proliferate WMD's. There are Military applications that require license. Tech data is of special concern.

When products are manufactured with certain technology or components that draw upon these areas of manufacture, they may in fact be subject to further regulations. These areas of manufacture and distribution include:

nuclear materials • chemical or biological materials • toxins • electronics • computers , (including software and technology) telecommunications • information security lasers and sensors • navigation equipment • avionics marine and space or propulsion systems.

Since 1989, Evolutions in Business has been engaged in training corporations in Export Regulations, (EAR) and (ITAR) (ATF) Compliance, Export Documentation, Import Compliance (CTPAT), Letters of Credit and NAFTA and other FTA's. In that time, we have trained thousands of individuals from various corporations including, Brooks Automation, Bruker Detection, Lucent Technology, Olympus NDT, Raytheon, Segway, Simplex, BAE, Lockheed Martin, Timken, TYCO, and Munters, just to name a few.