



The Export Practitioner and Washington Tariff & Trade Letter Present

an Audio-Conference Briefing on

How to Comply with New BIS China Rule

After much controversy, 1,000 pages of comments and considerable industry anxiety, the final BIS China Rule was published on June 19, 2007. Now export compliance managers have to put aside theoretical arguments and get down to the brass tacks on implementing the new regulations, revising existing export management programs and training sales, engineering and fellow export compliance staff on the new requirements. This timely audio-conference briefing, featuring three experts on export enforcement and China trade, will get you started on the steps you need to take to make sure your exports to China aren't interrupted and your firm doesn't face costly penalties for violating the new China rule.

Featuring

Michael D. Turner

Senior Advisor, MK Technology LLC
Former Director, BIS Office of Export Enforcement

Carol A. Kalinoski

Carol A. Kalinoski & Associates
Former Chairman, BIS Operating Committee

Donald Alford Weadon Jr.

Weadon & Associates

TUESDAY

SEPTEMBER 11, 2007

2:00 to 3:30 P.M. (Eastern)

1:00 to 2:30 P.M. (Central)

12:00 Noon to 1:30 P.M. (Mountain)

11:00 A.M. to 12:30 P.M. (Pacific)

REGISTER NOW:

CALL: 202-463-1250, Ext. 2

FAX: 301-570-4545

WHO SHOULD SIGN UP?

- Compliance Managers
- Corporate Legal Counsel
- Senior Management
- VPs International
- International Trade Lawyers
- Export-Import Managers
- International Sales Staff
- Agents and Distributors
- China Trade Managers
- Export Consultants and Advisors

CONVENIENCE OF AUDIO-CONFERENCE

- Listen from Your Own Office
- Let Staff Join On Speaker Phone
- No Limit on Number of Listeners
- Add to Your Training Program
- Live Program Permits Questions
- Hear From Compliance Experts
- Avoid Costly Travel to Conference
- No Time Lost out of Your Office
- Receive All Slides and Power Points

About the Speakers

Michael D. Turner

Michael D. Turner is a Senior Adviser with MK Technology, LLC, where he advises clients on a wide range of export compliance and customs matters related to international trade in strategic dual-use and munitions items, prohibited and restricted international financial transactions and foreign investment in the U.S. defense industry. Prior to joining MK Technology, Mr. Turner retired with over 27 years in senior executive and leadership positions with the U.S. government in export/import compliance and enforcement, including director of the Office of Export Enforcement (OEE) at the Bureau of Industry and Security (BIS),;Special Agent in Charge with U.S. Immigration and Customs Enforcement (ICE) in San Diego, California and Phoenix, Arizona; Regional Special Agent in Charge with the U.S. Customs Service in Los Angeles, California; Director of Strategic Investigations at Customs Service Headquarters; and Senior Law Enforcement Advisor to the under secretary of Treasury for law enforcement.

Donald Alford Weadon Jr.

Donald Weadon is principal in the Washington, D.C. office of Weadon & Associates, and his practice of international business, foreign trade and logistics law focuses on the international transfer of high technology goods and services, notably to and with China. Following undergraduate study at Cornell University where he spent a year in Asia and the Far East on a State Department sabbatical, Mr. Weadon served as an officer in the U.S. Navy in Japan and Southeast Asia and spent considerable time in Vietnam. He received his J.D. from the University of California's Hastings College of the Law and completed his M.B.A. on a fellowship to the Harvard Business School program at the Iran Center for Management Studies in Tehran. Mr. Weadon has lived, worked and traveled extensively throughout Asia, including China. He was one of the first lawyers to practice in China in 1980 and has lectured on U.S. export controls throughout China and the United States.

Carol A. Kalinoski

Carol A. Kalinoski is the principal of Carol A. Kalinoski & Associates, Inc., Washington, D.C., providing consulting and counseling on export regulatory compliance matters and international trade, with emphasis on China. She is also a subcontractor to the Department of State's Export Control and Border Security Program, providing training for foreign government officials on export control infrastructure, model regulations, and "best practices" in export controls on dual-use goods and technologies, arms transfer and brokering. Ms. Kalinoski is the former chairman of the interagency Operating Committee on Export Policy (OC) in the Bureau of Industry and Security, a position she held with outstanding distinction for almost eight years. Prior to her federal service in 1990, she served as a bank officer for sixteen years in international banking and trade finance departments with large money center banks in the U.S., Canada, and Germany. Ms. Kalinoski earned a Masters in Law (LL.M.) in Securities and Financial Regulations from Georgetown University Law Center. She also holds a J.D. from Temple University (1986) and an M.B.A. in International Business/Finance from New York University (1972).

What New Risks and Burdens Do You Face Coming into Compliance with BIS China Rule?

**Find Out What You Need to Know to Avoid
Costly Penalties and Lost Opportunities in China.**

This Timely Audio-Conference Briefing Will Tell You:

- ✓ What changes will be needed to your current compliance program to meet China Rule
- ✓ How new China Rule fits with previous licensing requirements for China
- ✓ How to do company background research in China

- ✓ Tips for due diligence to identify military vs. civil end-use
- ✓ How much due diligence is adequate to avoid violation of new restrictions
- ✓ Need for “ongoing” due diligence to safeguard against change in military end-use

- ✓ Importance of “memorializing” your due diligence effort with proper documentation
- ✓ What to consider when deciding to seek VEU status or use Authorization VEU
- ✓ Key information to collect when applying for Validated End-User (VEU) status

- ✓ What to know when dealing with local Chinese laws and bureaucracy
- ✓ Determining the difference between state-owned enterprise and private companies
- ✓ Understanding process for obtaining End-User Statement from Chinese government

- ✓ The risks you face relying on outdated commodity classifications
- ✓ Why new commodity classification may be needed down to sub-paragraph level
- ✓ New “red flags” for exporting to China and meaning of “is informed”

- ✓ Consequences of noncompliance with new requirements
- ✓ Potential commercial mischief that could sabotage your VEU application
- ✓ Preparing for new reporting and recordkeeping requirements and BIS inspections
- ✓ How to “know what you know” in the China rule context

A Live Audio-Conference Briefing


How to Comply with New BIS China Rule

Tuesday, September 11, 2:00-3:30 P.M.
(Eastern)

3 EASY WAYS TO REGISTER: BY FAX, PHONE or MAIL,

SUBSCRIBERS SAVE 15% ON PRICE OF AUDIO-CONFERENCE

(Non-Subscribers, call today to subscribe at special discount rate.)

 **Please Complete and Return
this Information to Register:**

Yes, Please register me for the September 11, 2007, 90-Minute Audio-Conference Briefing on **"How to Comply with New BIS China Rule"** for \$197.

I'm a subscriber to **The Export Practitioner** or **Washington Tariff & Trade Letter**, please sign me up at 15% discount price of \$167.

I can't participate but want to receive CD recording of program for
 \$150 (subscriber) \$180 (nonsubscriber)

Check Enclosed (Payable to Gilston-Kalin Communications, LLC)

Charge My Credit Card:
VISA MasterCard American Express

Card No. _____ Exp. ____/____

Signature _____

E-Mail Address _____

Name _____

Title _____

Company _____

Address _____

City/State _____ Zip _____

Phone Number _____

Fax Number _____

Please send me information about future audio-conferences, seminars and compliance materials on U.S. export controls.

EP-4

About the Sponsors

The Export Practitioner

This monthly magazine is the only publication devoted exclusively to the export licensing requirements and law enforcement policies of Commerce, State and Treasury. It provides exclusive in-depth news and analysis aimed at helping exporters speed their products to customers abroad while avoiding costly legal troubles. With special guest features and columns written by experts in the field, **The Export Practitioner** gives export managers, international trade lawyers, and trade consultants information they can apply directly to coping with U.S. export controls and trade sanctions. For more information, visit www.exportprac.com.

Washington Tariff & Trade Letter

Since 1981, this award-winning weekly newsletter has helped business executives, legal experts and consultants stay ahead of U.S. trade policies, export and import regulations, trade negotiations, and enforcement of antidumping and countervailing duty laws. In four, concise pages, it provides exclusive advance reports on U.S. export controls, trade legislation, international trade disputes, as well as efforts to open foreign markets for American exports and investment. For more information, visit www.WTTLOnline.com.

3 EASY WAYS TO SIGN UP

FAX
301-570-4545

CALL
202-463-1250
Extension 2

MAIL
Gilston-Kalin Communications
P.O. Box 5325
Rockville MD 20848-5325