

# 2017 TRADE COMPLIANCE AND POLICY SEMINAR

## One-Day Seminar Agenda

### Preparing for a Focused Assessment

**Is your company prepared for the scrutiny of a Focused Assessment?** U.S. Customs and Border Protection (CBP) has multiple tools to verify if an importer of record is compliant with U.S. Import Regulations. Companies receive CF-28s, CF-29s and Informed Compliance Letters as well as undergo Import Focused Assessments. Do you have the appropriate internal controls in place to address compliance concerns? Have you ever completed an internal audit? Are you prepared to substantiate your value, your harmonized tariff codes and your use of free trade agreements? During this session we will discuss the areas of risk that a company should address in preparation for a Focused Assessment as well as lend insight into best practices to minimize your overall compliance exposure.

### AD/CVD and what it means to your total landed cost

**Antidumping and countervailing duty (AD/CVD) enforcement is a priority for CBP and it can have a drastic impact on your total landed cost.** Importers must be aware of what AD/CVD is and the implications from a financial and compliance perspective. In this session, we will explain what AD/CVD is, how to check to see if your item is covered under a “scope ruling,” how the additional duties will impact your total landed cost and what an organization needs to do to stay compliant.

### How to obtain “buy-in” and create an effective compliance program

**How can you develop a Global Trade Compliance Program from ground zero?** In this session we will share firsthand experiences with setting up a compliance program in a company, discuss how to try to gain “buy-in” from senior management and how to develop an overall compliance program. Specific emphasis will be placed on how to engage other groups within the organization and how to “slice-up” the “compliance pie” across the organization. Systematic controls will be addressed as well as how to leverage IT and other solutions in order to assist with a fully integrated compliance program.

### Incoterms® 2010

**Incoterms® 2010 form the foundation of a smart international transaction.** Yet, they are often misquoted, misunderstood and poorly applied. This session will focus on understanding how Incoterms® 2010 can be utilized to better leverage and manage an organization’s risk for both procurement and sales activities.

### How to limit your compliance exposure in an export transaction

**In order to avoid risk you need to set yourself up for success!** Focusing on export transactions that are governed under the Export Administration Regulations (EAR) and the Federal Trade Regulation (FTR), we will discuss ways a company can minimize their exposure of export non-compliance through the use of internal/external controls, standardized documentation, knowledgeable/empowered staff and internal auditing.

### Roundtable Discussion

**Do you have additional or off-topic questions that were not addressed during today’s sessions?** The presenters will avail themselves at the end of the day to publicly address any additional questions that the attendees might have. Additionally, we will be available for side bar conversations as needed at the end of the seminar.



## Speaker Biographies

**Jeff Simpson** joined C.H. Robinson International, Inc. in 2013 and is the manager of the Trade Policy Division, providing international trade and regulatory compliance consulting services to brokerage clients. Jeff has a diverse background that includes serving as an Officer in the United States Merchant Marine. For the past 15-plus years, he has worked in the consumer products, industrial, manufacturing and technology industries in various roles, including managing international supply chains, global transportation teams, import and export operations and global trade compliance. Most recently, Jeff was the director of global trade compliance for a Fortune 100 Company and was responsible for import and export compliance for all of their divisions globally. Jeff has created, implemented and managed cross-functional import and export compliance programs across multiple countries and continents at several companies. He sat on various professional panels for many international trade topics. Jeff holds a Bachelor of Science degree in Marine Engineering, a Master of Arts degree in History and International Relations and a Master of Science degree in International Logistics. He is a Licensed Customs House Broker and a Licensed Engineering Officer in the U.S. Merchant Marine. He holds a professional engineers license, is a certified 6 Sigma Green Belt and holds a certificate in International Maritime Law through the United Nations International Maritime Organization. Jeff is based in Hartford, CT and can be reached at 978-319-1289.

**Christopher O'Neill** and Gina Makowski from the Department of Commerce, Office of Export Enforcement, New York Field Office. Our mission is to enforce the Export Administration Regulation (EAR), and US export laws; keeping the most dangerous goods out of the most dangerous hands.

