

2nd Annual Advanced Forum on GLOBAL CUSTOMS COMPLIANCE

Crucial insights from this groundbreaking international faculty of global customs practitioners

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Avery Dennison Office Products North America
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Benefit from exclusive workshops

A Free Trade Agreements: Opportunities for Cost Savings and How to Support the FTA Program Internally

B Understanding Customs Rules and Import Compliance in China: A Complete Guide for U.S. Compliance Executives

September 21 & 22, 2005

The Four Seasons Hotel, Washington D.C.

Interactive Seminars September 23, 2005

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Keynote speakers share “must-have” insights on Uniform Global Security Standards



Michel Danet
Secretary General
World Customs Organization (Brussels, Belgium)



Michael T. Schmitz
Assistant Commissioner, Office of Regulations and Rulings
U.S. Customs & Border Protection
Department of Homeland Security (Washington, D.C.)

Get critical information from senior industry executives, customs attorneys and government officials, including:

- An update on key customs developments in China and how they will affect U.S. companies when getting goods in and out of the PRC
- Integrating import and export compliance for efficient global government compliance
- Implementing a global strategy for uniform tariff classification
- Preparing for a foreign customs audit
- Addressing customs issues directly with foreign governments
- Setting up international cargo security measures
- Implementing a global country of origin and content management solution to maximize FTA savings
- **PLUS!** Key customs developments in South-East Asia, Latin America and Europe

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CAN YOUR COMPANY AFFORD INTERNATIONAL CUSTOMS DISPUTES AND BORDER DELAYS?

As a customs and trade compliance executive, your accountability has expanded beyond U.S. requirements. You need to learn and stay on top of the rules and practices in many countries – rules and practices which change on a regular basis and vary substantially from country to country. Moreover, there is a general worldwide trend to tighten rules, strictly enforce documentation and other requirements, and penalize non-compliance.

Failure to be informed and plan ahead in this ever-evolving and complex arena can result in border delays, stiff penalties and missed production and delivery deadlines. Now more than ever before, you need to be current on foreign customs laws and what they mean for your company's worldwide compliance and sourcing efforts.

Now in its 2nd successful year, ACI's "Advanced Forum on Global Customs Compliance" is the event that international trade compliance professionals rely on for comprehensive, insightful and practical guidance on global customs compliance issues.

Benefit from the practical perspective of 19 seasoned corporate global compliance executives from companies such as Hewlett-Packard, Ford Motor Company, General Electric, The Boeing Company, Del Monte Corporation, Cisco Systems, Burton Snowboards, U.S. Steel Corporation, Alcatel Submarine Networks and Dresser. Get an update on key import and customs developments in Asia, Latin America and Europe, and learn how industry is setting up internal controls to comply in this constantly changing global legal landscape. This year's agenda will include the latest information on:

- WCO's framework for cargo security and customs procedures
- Setting up international cargo security measures
- Implementing a global strategy for uniform tariff classification
- Getting goods in and out of China
- Preparing for a foreign customs audit
- Integrating import and export compliance for efficient government compliance
- Addressing customs issues directly with foreign governments
- Key customs developments in South-East Asia, Latin America and Europe

Participants will also receive a comprehensive set of written materials prepared by the speakers for the conference. These are invaluable reference materials which you will use again and again long after the conference is over.

If your company is globalizing its operations, you are facing complex customs compliance challenges around the world. Don't miss this timely and topical event and learn from the experts how to implement a successful global compliance strategy. This must-attend event will fill up quickly, so register now by calling 1-888-ACI-2480; by faxing your registration form to 1-877-927-1563, or by registering online at www.AmericanConference.com.

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- VPs, Directors and Managers of:
 - Customs Operations and Trade Compliance
 - Global Customs
 - Customs Administration
 - International Trade
 - Import/Export Compliance
 - Global Trade Policy
 - Worldwide Import/Export
- In-house Counsel, International Trade
- Customs Compliance Counsel
- Attorneys, Customs and International Trade
- Managers, Brokerage Services from International Freight Forwarders and Customs Brokers

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SEPTEMBER 21-22, 2005

FOUR SEASONS HOTEL, WASHINGTON D.C.

Wednesday, September 21, 2005

8:00 Continental Breakfast and Registration 

8:30 Opening Remarks from the Forum's Co-Chairs

Heather C. Burroughs
Manager, Global Customs Operations
Hewlett-Packard Company (Nashville, TN)

Robert J. Pisani
Partner, Pisani & Roll (Washington, D.C.)

8:45 Update on WCO's Framework for Cargo Security and Customs Procedures

Michel Danet
Secretary General, World Customs Organization
(Brussels, Belgium)

9:15 Preparing for Uniform Global Security Standards

Michael T. Schmitz
Assistant Commissioner, Office of Regulations and Rulings, U.S. Customs & Border Protection
Department of Homeland Security
(Washington, D.C.)

Renée Stein
Senior Manager, Global Trade Policy
Microsoft Corporation (Redmond, WA)

10:15 Networking Coffee Break 

10:30 Setting up International Cargo Security Measures

Michael Laden
President, Target Customs Brokers, Inc.
(Minneapolis, MN)

- Overcoming challenges when setting up international requirements for cargo security
- Assessing the security of your foreign vendors' facilities
- What are reasonable expectations for a secure facility abroad?
- Training foreign personnel and implementing codes of conduct overseas

- Assessing your global operations
 - procedural, physical and personnel security
 - access controls
 - manifest procedures
 - conveyance security

11:15 Implementing a Global Strategy for Uniform Tariff Classification

Michael S. Carter
General Counsel
Alcatel Submarine Networks (Nosay, France)

- Understanding the pros and cons of a classification strategy aimed at uniformity
- What is needed to get rulings in other countries
- How foreign countries interpret HTS
- Assessing classification differences between countries
 - current limits to harmonization
 - how interpretive differences may impact companies trading globally
- Identifying issues impacting the development of a classification and duty harmonization strategy for global sourcing initiatives, minimizing duties on your product without opening the door to competitors

12:00 Networking Luncheon for Delegates and Speakers 

1:15 Getting Goods In And Out Of China: Import/Export Strategies for U.S. Companies

Robert J. Pisani – Panel Moderator
Partner, Pisani & Roll (Washington, D.C.)

Tammy Hetrick
Global Trade Manager, Burton Snowboards
(Burlington, VT)

Callie Pappas
General Attorney – International
United States Steel Corporation (Pittsburgh, PA)

Paul Vandever
Attorney, Global Trade Taxation & Customs
Ford Motor Company (Dearborn, MI)

- Overcoming main challenges when importing into China
 - lack of foreign trade authority for many Chinese entities
 - limited foreign trade authority for WFOEs
 - restrictions on commercialization within China of imported products

GLOBAL CUSTOMS COMPLIANCE

- consigned merchandise: importer of record restrictions
- importation and distribution of encryption products under SEMC regulations and policies
- wireless LAN standards, effective June 1, 2004
- inspection of used equipment
- Export/Re-export from China to other destinations
 - dealing with the China export control system and licensing process
 - pre and post-shipment documentation requirements

2:30 Customs Laws in China: How the Latest Developments Will Impact Your Operations

Stuart P. Seidel
Partner, Baker & McKenzie LLP
(Washington, D.C.)

- Customs implications of Chinese implementation of WTO commitments
 - classification: adoption of the harmonized commodity description and coding system
 - valuation: adoption of the WTO valuation code
 - duty rates: substantial reductions in ad valorem duties
- Chinese customs valuation rules
 - implementing rules and basic valuation principle
 - software valuation practices - Decision No. 4.1
- Chinese rules of origin
- Implementation of the information technology agreement
- Closer Economic Partnership Arrangement (CEPA)
 - which goods, services and investments get preferential access to the Chinese market?
 - CEPA preference for Hong Kong origin goods
 - CEPA rules of origin
 - CEPA liberalization of trade in services
- ASEAN-China FTA
- Import licensing simplification

3:15 Refreshment Break

3:30 Key Customs Developments in South-East Asia

Thailand, Singapore, Indonesia and Vietnam

Melisa Uremovic
Coudert Brothers LLP (Bangkok, Thailand)

- What regulatory developments in Thailand, Singapore, Indonesia and Vietnam mean for U.S. companies

- Understanding the impact of regional and bilateral trade agreements on trade in SE Asia: current situation and future trends
- What can be learned from Customs disputes in Vietnam, Indonesia and Thailand
- Case study: practical suggestions for outsourcing from SE Asia
- Focus on transparency
- How to deal effectively with officials in SE Asia

India

Rohan Shah
Managing Partner, Economic Laws Practice
(Bombay, India)

- Overview and new developments in Customs legislation and procedures in India
- Effective handling of Customs related issues for foreign entity doing business in India
- The concept of rules of origin, and its variation in India's FTAs
- The latest judgments of the Supreme Court of India
- An interpretation of Customs valuation in respect of engineering procurement contracts (EPC)
- The Customs valuation vis-à-vis transfer pricing – Indian perspective
- Impact of export related incentive on customs issues
- Indian and the reality of zero customs duty regime by 2010

4:30 Preparing for a Foreign Customs Audit

Mary Chris Arnesen
Global Trade Compliance Manager
Woodward Governor Company (Rockford, IL)

- What to do when you receive the audit notice from foreign customs
- When should you hire an attorney or a consultant, and what should be their role?
- Coordination and preparation before the auditors arrive
- How to do your research, as foreign customs will certainly have done theirs
- Handling foreign customs requests during the audit
- To prior disclose or not to prior disclose
- How to prepare company officials for interviews with foreign customs officials

5:15 Recap of Day 1. Conference Adjourns

SEPTEMBER 21-22, 2005

FOUR SEASONS HOTEL, WASHINGTON D.C.

Thursday, September 22, 2005

8:00 Continental Breakfast 

8:30 Co-Chairs' Opening Remarks

Heather C. Burroughs
Manager, Global Customs Operations
Hewlett-Packard Company
(Nashville, TN)

Robert J. Pisani
Partner, Pisani & Roll (Washington, D.C.)

8:35 Integrating Import and Export Compliance for Efficient Global Government Compliance

Bruce H. Leeds – Panel Moderator
Senior Export/Import Advisor, The Boeing Company
(Long Beach, CA)

Erin L. Crockett
Global Trade Compliance Manager, Dresser Inc.
(Addison, TX)

Don Huber
Global Customs Manager, General Electric Company
(Ft. Myers, FL)

Paul Vandeventer
Attorney, Global Trade Taxation & Customs
Ford Motor Company
(Dearborn, MI)

- New and emerging compliance best practices: what are companies doing to implement state of the art import and export compliance programs?
- Harmonizing U.S. and foreign compliance programs: how to deal with foreign partners to ensure global compliance
- Gaining management's support for global compliance: how to position global compliance with your upper-management to obtain their support
- How to effectively train and communicate your compliance requirements to the domestic and overseas organizations and educate staff so that they can comply
- Understanding internal and external communication protocols and global attorney – client privilege issues
- Overcoming the challenges associated with global database access
- Sources of information – where do you go for information on non-U.S. export-import requirements?

10:00 Implementing a Global Country of Origin and Content Management Solution to Ensure Regulatory Compliance and Maximize FTA Savings

Leslie Cazas
Senior Manager, Customs & Trade Administration
Nissan North America, Inc.
(Gardena, CA)

- Why manage country of origin and content information?
- Identifying your companies data requirements
- Leveraging import and export data and certification needs
- Making vendors accountable for timely and accurate data
- Resolving HS differences of opinion with vendors
- Conducting origin analyses
- Partnering with the procurement function to achieve both sourcing and customs objectives
- Industry best practices

10:45 Networking Coffee Break 

11:00 Setting Up Internal Controls to Support NAFTA Compliance

Lori Goldberg
Senior Manager – Trade Compliance
Avery Dennison Office Products North America
(Brea, CA)

Lisa Thatcher
Import Manager
Avery Dennison Office Products North America
(Brea, CA)

- Meeting the challenges of NAFTA documentation control
- Assigning responsibility, authority and accountability for the NAFTA process
- Establishing an internal controls framework: key challenges
- Monitoring controls – how to ascertain if they are working
- How to obtain NAFTA certificates from foreign suppliers
- Identifying common pitfalls to avoid when taking advantage of NAFTA
- Understanding the importance of sourcing and qualification issues: how to prove NAFTA origin
- Getting control of the NAFTA import process

PANEL SESSION

GLOBAL CUSTOMS COMPLIANCE

11:45 Customs Developments and Enforcement in Europe: What Are European Regulators Focusing On?

Laurent Ruessmann

Partner, Sidley Austin Brown & Wood LLP
(Brussels, Belgium)

- Review of recent customs caselaw in the European Union
 - origin issues
 - valuation issues
 - remission issues
- Understanding the new EU GSP regime and its impact on your customs operations
- Customs planning to deal with PRC textile safeguards
- Revision of rules of origin

12:30 Luncheon for Delegates and Speakers

1:45 Addressing Customs Issues Directly with Foreign Governments

Heather C. Burroughs – Panel Moderator
Manager, Global Customs Operations
Hewlett-Packard Company (Nashville, TN)

Timothy S. Ernst
Associate General Counsel
Del Monte Corporation (San Francisco, CA)

Diane S. Nichols, Esq.
Corporate Customs Compliance
Fairchild Semiconductor Corporation
(South Portland, ME)

Isabelle Roca
Global Customs and Trade Manager
Renault SA (Paris, France)

Tony Stallings
Director of Worldwide Logistics, Pelco (Clovis, CA)

- What channels are most effective when dealing with foreign officials?
- What to do when an enforcement officer comes knocking at your door
- Effectively responding to an audit in a foreign country

- How to approach foreign officials in jurisdictions where rules aren't written or publicly available?
- How to get guidance and rectify problems in the foreign country?
- Is it essential to have local counsel?
- Effectively working with your foreign third-party providers

3:15 Refreshment Break

3:30 Preparing for Key Import and Customs Developments in Latin America

Edmundo Elias-Fernández

Partner, Baker & McKenzie (Guadalajara, Mexico)

- Recent customs developments in Argentina, Brazil, Chile, Colombia, Mexico and Venezuela
- Status of the Free Trade Agreement of the Americas (FTAA) and related negotiations
- Free Trade Agreements – How to effectively apply them
- NAFTA latest developments
- Update on tariff classification, customs valuation and rules of origin in Latin America
- Working with export programs within Latin America

4:15 Doing Business With Brazil: How to Comply with Brazilian Customs

Carla Ackley Cravalho

Global Customs & Trade Affairs Manager
Cisco Systems, Inc. (San Jose, CA)

- Finding a local customs broker
- Assessing importation costs into Brazil
- Import documentation: preventing key documentation mistakes foreign companies make in Brazil
- Software breakout
- Understanding importer of record requirements
- Overcoming main challenges when importing used equipment
- Securing the supply chain in Brazil and Latin America: key challenges and opportunities

5:00 Conference Ends

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INTERACTIVE SEMINARS

FRIDAY, SEPTEMBER 23, 2005

A 9:00 a.m. – 12:30 p.m. (Registration Opens at 8:30 a.m.) **Free Trade Agreements: Opportunities for Cost Savings and How to Support the FTA Program Internally**

Michael Roll

Partner, Pisani & Roll (Los Angeles, CA)

This interactive and hands-on workshop will review the resources that importers and exporters need to maintain an effective, efficient and compliant free trade program. Michael Roll will provide practical examples and advice on how to sell upper management on dedicating an appropriate amount of resources to the program and advice on how to present free trade opportunities and the cost savings they provide. Rules and regulations relating to the following free trade agreements/arrangements will be covered in detail:

- Free Trade Agreement of the Americas update
- U.S.-Israel Free Trade Agreement
- NAFTA
- U.S.-Jordan Free Trade Agreement
- U.S.-Australia Free Trade Agreement
- U.S.-Chile Free Trade Agreement
- U.S.-Singapore Free Trade Agreement
- Free trade agreements on the horizon (CAFTA)
- Shortcuts to understanding the rules of origin under the new trade agreements
- Key differences between the new trade agreements and NAFTA
- Rules of Origin
 - consistency
 - clear, concise parameters and metrics
 - qualitative factors (e.g., problems with tariff shift and RVC-based rules)
- Classification
 - present products vs. future products
- Timing of tariff eliminations/reductions

B 1:30 p.m. – 5:00 p.m. (Registration Opens at 1:00 p.m.) **Understanding Customs Rules and Import Compliance in China: A Complete Guide for U.S. Compliance Executives**

Matthew McConkey

Of Counsel, Coudert Brothers (Beijing, China), Formerly of the Chief Counsel's Office of U.S. Customs

Xiaming Xie

Associate, Coudert Brothers (Beijing, China), Formerly Senior Attorney with Chinese Customs Administration

This interactive seminar will provide a practical overview of China's customs procedures, with a focus on issues and areas where importers into China need to be especially cautious. In addition, the seminar will provide participants with an explanation of how the Chinese Customs practice actually works (versus how it is supposed to work), and to put that practice into perspective (vis-à-vis U.S. Customs practice). To this end, the topics to be covered include:

- China Customs – Organization & Responsibilities
 - organizational structure
 - responsibility of offices
 - consistency of decisions
 - efficiency of activity
 - corruption
- Chinese Import Process
 - documentation
 - timing
 - standard procedures
 - examination
 - use of brokers
- Legal Basis
 - valuation
 - classification
 - origin
 - advance ruling system
 - dispute settlement mechanism
- administrative
- judicial
- Technological Progress
 - E-customs system
- Enforcement & Compliance
 - IPR enforcement
 - trade facilitation
- Case Study

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American Conference Institute

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The Four Seasons Hotel, Washington D.C.

Interactive Seminars September 23, 2005

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