

3rd Advanced Forum on GLOBAL CUSTOMS COMPLIANCE

Crucial insights from this groundbreaking international faculty of global customs practitioners

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A Evaluating your Risk and Auditing Your Company's Global Compliance

B Understanding Customs Rules and Import Compliance in India: Guide for U.S. Compliance Executives

September 26 & 27, 2006

The Ronald Reagan Building and International Trade Center, Washington, DC

EARN
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Get critical information on:

- India:** how foreign entities should handle customs issues, rules of origin, customs valuation and what to expect from zero customs duty regime by 2010
- China:** how to expedite customs clearance in the PRC and challenge valuation rulings
- Brazil:** special import regimes, SISCOMEX and precautions for customs clearance
- Mexico:** certificate of origin disqualifications, tariff classification challenges, setting up Maquiladora internal controls and how Mexican Customs audit foreign companies
- Europe:** what to expect from EU Customs Code in the making, Authorized Economic Operator (AEO) regime, new GSP, and how to ensure customs compliance in Eastern Europe

And how to:

- Set up a worldwide cargo security program
- Develop a global strategy for uniform tariff classification
- Manage multiple FTAs
- Implement and monitor a state of the art global customs compliance program
- Establish a global country of origin marking strategy

Plus!

Senior Customs Attorneys from [India](#), [China](#), [Thailand](#), [Brazil](#), [Mexico](#) and [Belgium](#)

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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 3rd 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 seasoned corporate global compliance executives from companies such as **Hewlett-Packard, General Electric, Cisco Systems, Burton Snowboards, Alcatel Submarine Networks, Dresser, Microsoft, Philips International, Mattel and Nissan Motor.** 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:

- Assessing the security of your foreign vendors' facilities
- Getting goods in and out of India
- How to adapt to port of entry differences and expedite clearance in key Chinese ports
- Creating a product database demonstrating acceptable worldwide markings
- Addressing customs issues directly with foreign governments
- Key customs developments in South-East Asia, Latin America and Europe
- Understanding the pros and cons of a classification strategy aimed at uniformity

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 1-888-224-2480; by faxing your registration form to 1-877-927-1563, or by registering online at www.AmericanConference.com.

A MUST-ATTEND EVENT FOR

- ✓ 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

"Very good. A truly global perspective with good foreign attendance"

Mary Chris Arnesen, Woodward Governor Company

"It was very useful information. Anybody who works in global customs compliance should attend this seminar"

Kathya Winder, Applied Biosystems

"This was an excellent program at an advanced level with true professional peers and superiors. Well done!"

Paul Vandeventer, Ford Motor Company

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SEPTEMBER 26-27, 2006
THE RONALD REAGAN BUILDING & INTERNATIONAL TRADE CENTER
WASHINGTON D.C.

Tuesday, September 26, 2006

7:30 Continental Breakfast and Registration 

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

Jill Franze

Regional Manager, EMEA Customs and Trade
Cisco Systems (Geneva, Switzerland)

Robert J. Pisani

Partner, Pisani & Roll (Washington, DC)

8:45 Establishing a Worldwide Cargo Security Program: Key Success Factors

Renée E. Stein – Panel Moderator

Director, Global Trade Policy
Microsoft Corporation (Washington, DC)

Wolter Boerman

Vice President, Corporate Export Controls
& Supply Chain Security
Royal Philips Electronics
(Eindhoven, The Netherlands)

Arthur Litman

Vice President, Regulatory Affairs & Compliance
Fedex Trade Networks Transport & Brokerage, Inc.
(Torrance, CA)

Pascal Meunier

Senior Vice-President, Director European Programmes
Thales (Brussels, Belgium)

Leigh A. Schmid

Vice President, International Trade & Customs
Compliance, Limited Brands, Inc.
(Reynoldsburg, OH)

- Update on WCO's framework for cargo security and customs procedures and how U.S. companies should prepare
- How companies can qualify to be an AEO under WCO's new framework
- What benefits will they get when AEO qualified?
- 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

10:15 Networking Coffee Break 

10:30 Seeking Uniformity for Country of Origin Marking: How to Establish a Worldwide Marking Program

Steven Kott

Manager, Global Trade Group
Advanced Micro Devices (Sunnyvale, CA)

- Pros and cons of establishing a global country of origin marking strategy
- Creating a product database demonstrating acceptable worldwide markings
- Taking advantage of marking exceptions and marking waivers
- Coping with worldwide country of origin marking detentions, seizure and penalties

11:15 Developing a Global Strategy for Uniform Tariff Classification

Richard Ito

Manager, Global Trade Planning and Customs Management, Nissan Motor Co., Ltd (Tokyo, Japan)

- 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 



Regional Focus: Asia

1:15 Coping with Customs Valuation Issues in China

Matthew McConkey

Partner, DLA Piper Rudnick Gray Cary (Beijing, China)

GLOBAL CUSTOMS COMPLIANCE

- Understanding key provisions in PRC Customs valuation rules
- Comparing US and China's valuation methodologies
- When will Chinese Customs reject a declared value?
- Circumstances for "reasonable customs doubt"
- What types of decisions can be challenged?

2:00 How to Expedite Customs Clearance in China

April Kun Zhai

**China Customs Operations Manager
Hewlett-Packard Company (Shanghai, China)**

- How interpretation of customs rules may differ between ports
- Comparing inbound/export processes in key Chinese ports
- How foreign companies may adapt to port of entry differences and expedite clearance in these key Chinese ports
- Overcoming challenges associated with product related governmental restrictions and importer restrictions
- Finding a competent broker

2:45 Refreshment Break

3:00 The Import Environment in India: How the Latest Customs Developments Will Impact Your Operations

Roban Shah

**Managing Partner, Economic Laws Practice
(Mumbai, 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
- India and the reality of zero customs duty regime by 2010

3:45 Getting Goods In And Out Of India: Import/Export Strategies for U.S. Companies

Bharat Vasani

**Group General Counsel, Tata Sons Ltd
(Mumbai, India)**

Rex K. Reid

**Manager, Asia/Pacific Trade Compliance
Honeywell Aerospace (Phoenix, AZ)**

Timothy J. Brooks

**Director of Customs and Indirect Tax
Qualcomm (San Diego, CA)**

- Overcoming main challenges when importing into India
 - transportation and port infrastructure
 - most effective channels when dealing with Indian Customs officials
 - how to get guidance and rectify customs disputes in India
- Working effectively with your Indian third party providers
- Export/re-export from India to other destinations
 - dealing with the Indian export control system and licensing process
 - pre and post-shipment documentation requirements
- Benefiting from STPIs

4:45 Other Customs/FTA Developments in South-East Asia

Melisa Uremovic

Hunton & Williams (Bangkok, Thailand)

- What regulatory developments in SE Asia mean for U.S. companies
- Understanding the impact of regional and bilateral trade agreements on trade in SE Asia: current situation and future trends
- Case studies
 - practical suggestions for outsourcing from SE Asia
 - practical suggestions for avoiding regulatory hurdles when exporting to SE Asia
- How to deal effectively with officials in SE Asia

5:30 Recap of Day 1. Conference Adjourns

Wednesday, September 27, 2006

8:00 Continental Breakfast

8:30 Co-Chairs' Opening Remarks



Regional Focus: Europe

8:35 Eastern Europe in Transition: How to Ensure Customs Compliance

Jill Franze

**Regional Manager, EMEA Customs and Trade
Cisco Systems (Geneva, Switzerland)**

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THE RONALD REAGAN BUILDING & INTERNATIONAL TRADE CENTER WASHINGTON D.C.

Mary Alice Lee

International Customs Strategies LLC (Dallas, TX)
Former Senior Customs Compliance Specialist,
Mary Kay Inc.

- Testing products under Russian standards
- Overcoming challenges of Mutual Recognition Agreements in crossing borders during transportation
- Creating a customs strategy that fits local markets
- How to address customs issues with local customs officials
- Selecting competent local brokers and third party providers

9:35 Customs Developments and Enforcement in the European Union

Laurent Ruessmann

Partner
Sidley Austin Brown & Wood (Brussels, Belgium)

- Developments in EU classification measures (IT products, bicycles, etc)
- EU case law developments (esp. regarding the remission of customs duties owed)
- Revision of the EU rules of preferential origin
- New EU customs code in the making (procedural issues, incorporation of security-related matters (including pre-arrival and pre-departure declarations))
- Adoption of new Authorized Economic Operator regime
- Introduction of a valuation ruling (after the successes of the BTI and BOI)
- New GSP (entered into force 1 January 2006)
- Developments in EU trade defense measures (esp. footwear, textiles, TVs, TV cameras and TV picture tubes, CD-Rs and DVD-Rs)

10:15 **Coffee Break** ☐

10:30 Managing Multiple FTAs

Don Huber

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

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

- Understanding the importance of sourcing and qualification issues: how to prove FTA origin
- Getting control of the FTA import process

11:15 Getting Management Buy-In: Strategies to Create a Global Corporate Compliance & Ethics Culture, Starting at the Top

Erin L. Crockett

Director, Global Trade Compliance
Dresser Inc. (Addison, TX)

- Getting senior management on board
- The role of the audit committee in creating a compliance culture
- How senior management can credibly instill a compliance ethic
- Setting the tone at the top and then down to the bottom
- How to get the message to permeate a large organization
- Conducting risk assessments or audits
- The role of sticks as well as carrots in creating a culture
- Assigning responsibility and accountability
- How compliance, too, impacts the bottom-line

12:00 **Networking Luncheon for Delegates and Speakers**

1:15 Implementing and Monitoring a State of the Art Global Customs Compliance Program

Charles A. Barber

Director, Customs & Trade Compliance
Alcatel Submarine Networks Limited
(Greenwich, United Kingdom)

Kevin M. Smith

General Director Global Customs
General Motors Corporation (Detroit, MI)

- Harmonizing U.S. and foreign compliance programs: how to deal with foreign partners to ensure global compliance
- 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. customs requirements?
- Identifying and empowering the right internal resources and personnel
- Conducting internal training and audits

GLOBAL CUSTOMS COMPLIANCE

- Creating and administering compliance “hot-lines”
- Managing communications with government and other third parties regarding customs compliance



Regional Focus: Central/Latin America

2:15 Doing Business With Brazil: How to Comply with Brazilian Import and Export Regulations

Oswaldo Leite de Moraes Filho

Partner

Demarest & Almeida (Sao Paulo, Brazil)

- SISCOMEX - Brazilian Import/Export Electronic System
- Requisites to import in Brazil - The RADAR System
- Exportation to Brazil through a Brazilian Trading Company
- Import License and related problems
- Import tax exemptions
- Customs clearance – basic precautions
- Fines for non compliance with import requisites, and how to avoid it
- Importation of used equipment to Brazil
- Special Import Regimes - Drawback, Temporary Admission, Bonded Warehouse, RECOF, Blue Line
- Customs valuation

3:00 **Refreshment Break**

3:15 Mexico: Establishing Internal Controls for Maquiladoras and Latest Customs Developments

Ing. Francisco Javier Torres Izaguirre

Director General

Montoi, S.A. de C.V., one of Mattel’s Inc. maquiladoras (Escobedo, Mexico)

Gerardo Hernandez

Partner

Basham, Ringe Y Correa (Mexico City, Mexico)

- Latest regulations for the maquila industry and advantages of operating as a maquiladora controladora (new legal scheme)
- Virtual import and export operations among maquiladoras, an alternative to complement production lines
- Return abroad or re-exportation of final products vs. sales in Mexico, advantages and regulations
- Application of NAFTA Article 303 provisions (lesser-off rule)
- Preparing for a foreign trade audit

- Legal, logistical and cost-effective advantages in operating as a certified company
- Effective administration of a maquila facility in Mexico – the practical view
- Sector Promotion Programs (PROSEC), an alternative for third countries importations
- Other customs developments impacting foreign companies
 - certificates of origin disqualifications
 - the constant tariff item classification challenging by the Mexican Customs Authorities
 - the Société Générale de Surveillance (SGS) association with Mexican Customs for the investigation of foreign trade operations

4:15 Preparing for Key Customs Developments in Argentina, Chile, Venezuela & Colombia

Edmundo Elías-Fernández

Partner

Baker & McKenzie (Guadalajara, Mexico)

- Customs developments in Argentina, Brazil, Chile, Colombia and Venezuela
- Status of the Free Trade Agreement of the Americas (FTAA) and related negotiations
- Free Trade Agreements – myths and realities – International Customs Audits
- NAFTA after more than 10 years
- Update on the common themes: tariff classification, customs valuation and rules of origin in Latin America
- Working with export programs within Latin America

5:00 **Conference Ends**

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SEPTEMBER 26-27, 2006
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POST-CONFERENCE WORKSHOPS

THURSDAY, SEPTEMBER 28, 2006

A

9:00 a.m. – 12:30 p.m.
(Registration Opens at 8:30 a.m.)

**Evaluating your Risk and Auditing
Your Company's Global Compliance**

Tammy F. Hetrick

Global Trade Manager
Burton Snowboards (Burlington, VT)

Marian Ladner

Partner and International Team Leader
Epstein Becker Green (Houston, TX)

Conducting internal customs audits is critical to the success of any customs compliance program. Importers use internal audits as an effective tool to avoid and mitigate penalties, improve processes and reduce costs. Every successful global customs compliance program must include an internal audit function designed to assess objectively and independently all aspects of the program. Furthermore, global companies are often best served by a global approach to internal audits. How do you manage a successful Global Internal Customs Audit process? Using case studies and examples, the participants in this interactive and practical workshop will learn the tools and strategies they need to successfully prepare for and conduct an import compliance audit, including:

- When is an import compliance audit necessary?
- Should internal audits be part of your merger and acquisition due diligence?
- What types of internal audit should be used (internal investigations, process reviews, detailed compliance reviews, monitoring)?
- How often should an audit occur?
- Who should conduct the audit?
- How to effectively use outside counsel during a compliance audit
- What are the major components of a successful Internal Customs Audit process?
- How do you expand your internal audit process to your global affiliates?
- How do you draft the audit findings report and what do you do with it?
- How do you use the audit results effectively?
- How do you effect change that is deemed necessary by the audit results?
- How do you effectively address compliance shortcomings?
- Where have other compliance systems have gone wrong?
- To disclose or not to disclose. The benefits and disadvantages of prior disclosure

B

1:30 p.m. – 5:00 p.m.
(Registration Opens at 1:00 p.m.)

**Understanding Customs Rules and
Import Compliance in India**

Ashutosh Bajpai

Customs and Regulatory Affairs Manager - India
DHL Express (Mumbai, India)

This interactive seminar will provide a practical overview of India's customs procedures, with a focus on issues and areas where importers into India need to be especially cautious. In addition, the seminar will provide participants with an explanation of how the Indian 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:

- India Customs – organization and responsibilities
 - organizational structure
 - responsibility of offices
 - consistency of decisions
 - efficiency of activity
- Indian import process
 - documentation
 - timing
 - standard procedures
 - use of brokers
- Legal basis
 - valuation
 - classification
 - origin
 - advance ruling system
 - dispute settlement mechanism
 - administrative
 - judicial
- Technological progress
- Enforcement and compliance

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POST-CONFERENCE WORKSHOPS

THURSDAY, SEPTEMBER 28, 2006

A Evaluating your Risk and Auditing Your Company's Global Compliance

B Understanding Customs Rules and Import Compliance in India: Guide for U.S. Compliance Executives

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