

TRADE COMPLIANCE AND EMERGING POLICY

Streaming Live from Washington, D.C. & London

July 23-24, 2020

EVENT AGENDA

Day 1

Session 1: 2020: Evolving Regulations and Policies

8:30 a.m. EDT (1:30 p.m. BST) A BIS Perspective (30 min.)

George Grammas, Partner and Chair, International Trade Practice, Squire Patton Boggs

- The globalization of U.S. national security and foreign policy: The Entity List, The Unverified List, sanctions, and other levers
- The development of emerging and foundational technology controls and new mandatory CFIUS filings

9:00 a.m. EDT (2:00 p.m. BST) EAR Update (60 min.)

Matt Borman, Deputy Assistant Secretary of Commerce for Export Administration, U.S. Department of Commerce, Bureau of Industry and Security

- Progress on defining control parameters for emerging technologies
- New rules for export controls regarding China, including revisions to military end-user controls and foreign-direct product rules for Chinese entities
- The possibility of controls being adopted on multilateral basis

10:00 a.m. EDT (3:00 p.m. BST) A UK Perspective (30 min.)

ECJU Representative

There are a number of items that are military controlled in the UK that, following U.S. Export Control Reform, are now classified into the 900 series and even EAR99. This session will discuss the differences in classifications between the UK and the U.S. Topics will include:

- The different classification structures
- The differences in interpretation of Specially Designed for Military Use
- High-level comments on ECJU's views on U.S. evolving policy

Session 2: Developments in Defense Trade

11:00 a.m. EDT (4:00 p.m. BST) ITAR Update (60 min.)

Candace Goforth, Editorial Board Chair, Content Enablers

Catherine Hamilton, Director of Licensing, U.S. Department of State, Directorate of Defense Trade Controls

12:00 p.m. EDT (5:00 p.m. BST) UK Panel Discussion (60 min.)

Brinley Salzmänn, Director – Overseas & Exports, ADS Group Ltd, and Secretary of EGADD

Ed Peartree, Group Deputy Head of Export Controls, Licensing and Policy, BAE Systems plc

Greg Mallitte, Assistant Head - NATO, BMD, UK-U.S. Bilateral Relations & U.S. Export Controls Policy, DE&S International Relations Group

- The latest developments in UK/U.S. trade in strategic goods and technologies
- Perceived potential synergies between U.S. Export Control Reform, the UK/U.S. Defense Trade Cooperation Treaty, and the National Technology and Industrial Base initiative
- What might the impact of Brexit be on bilateral trade between the UK and U.S.?
- How the COVID-19 pandemic has impacted bilateral relations
- Political pressure in the UK on defense and security trade with the U.S.
- Special guest: **Gary Stanley**, President, Global Legal Services, PC, to discuss U.S. persons working abroad for defense contractors



Day 2

Session 1: Compliance Insights and Practical Observations

8:30 a.m. EDT (1:30 p.m. BST) Panel Discussion: Auditable Export Controls and Sanctions Compliance (60 min.)

George Grammas, (moderator), *Squire Patton Boggs*

Amie Ahanchian, *Principal, Tax, Trade & Customs, KPMG LLP*

Gail Lee, *Head of Global Trade Compliance, Atlas Copco – Vacuum Technique Business Area*

Patricia Dudley, *General Dynamics*

- Procedures to demonstrate compliance with export controls and sanctions that create records and can be verified through an audit process

9:30 a.m. EDT (2:30 p.m. BST) Panel Discussion: Adapting Training to Reflect Post-COVID-19 Requirements (60 min.)

Brad Kabanuk, *Founder and President, Content Enablers*

Brinley Salzmann, *Director – Overseas & Exports, ADS Group Ltd, and Secretary of EGADD Online function-based training and certification*

- Remote worker/social distancing/budget implications
- Enabling legacy knowledge for virtual platforms

Industry case study will include

Patricia Dudley, *General Dynamics*

Todd Willis, *Global Trade Advisor, Trade Center of Excellence, Caterpillar Inc.*

Session 2: Emerging Issues

11:00 a.m. EDT (4:00 p.m. BST) USML Categories I-III: Firearms and Related Items – Transitioned to the EAR (90 min.)

Steven Clagett, *Director, Nuclear and Missile Technology Controls Division, Bureau of Industry and Security*

Timothy Mooney, *Senior Export Policy Analyst, Regulatory Policy Division, Bureau of Industry and Security*

A number of firearms, guns, ammunition, and related articles were transitioned from the USML to the CCL, effective March 9, 2020. This session will provide an overview of these new controls, together with their associated authorization, clearance, and recordkeeping requirements.

12:30 p.m. EDT (5:30 p.m. BST) USMCA: Understanding the Changes in North American Trade (90 min.)

Joumana Bteich, *Senior Customs & Trade Advisor, Livingston International*

Janet Takushi, *Senior Consultant, Trade Management Consulting, Livingston International*

Rody Camacho, *Director, Trade Management Consulting, Livingston International*

The United States-Mexico-Canada Agreement, effective July 1, 2020, ushers in a new era of free trade in North America, with significant implications for business and supply chain decisionmakers. The trade deal will create valuable cross-border trade and investment opportunities in the realm of e-commerce, and establish new protections for organizations engaged in the development of intellectual property, including digital content and industrial design. This session will:

- Provide individuals in supply-chain-related roles with sufficient understanding of the key changes in the agreement to identify whether or not their organizations are directly impacted.
- Distinguish the key differences between NAFTA and the USMCA, and the new requirements for organizations engaged in cross-border trade.
- Identify key shifts in compliance and administrative requirements for select industries.

Prerecorded Synopses Sessions for Future Compliance 2020 Webinars (Available online via the CE Trade Tutor)

Developments in Nuclear Exports

Ian Stewart, *James Martin Center for Nonproliferation Studies*

This session gives a brief overview of the nuclear export controls mechanism and offers practical guidance to professionals working at both the international- and U.S. domestic-level export controls programs and initiatives.

Navigating Export Controls and Sanctions in the European Union

Dr. Andrea Viski, *Strategic Trade Research Institute, Strategic Trade Review, George Mason University*

The session will give brief insights into the EU's efforts to reform its export control system including human security and encryption, EU general licenses and trade facilitation mechanisms, and new guidance on technology transfers and exporter outreach. The discussion will also touch on the implementation of EU restrictive measures, new measures and their outlook and the status of EU trade with Iran, blocking sanctions, INSTEX, and EU-U.S. trade.

