

**Evolutions in Business**

P.O. Box 4008  
Chelmsford, MA 01824

**COURSES AT YOUR FACILITY**  
**Evolutions in Business**  
**Export, Import Compliance**

**Export, Import Regulations**  
**(EAR) - (ITAR) & (CPAT)**  
**Advisors Since 1989**



**Classes • Export & Import Training**

- Export Regulations EAR and ITAR
- Export Documentation, AES filing requirements
- CTPAT- Customs Trade Partnership
- NAFTA- North American Free Trade Agreement

*Winter / Summer 2008*

## Classes at your Facility Only \$ 750

Call 978-256-0438 • 800-675-9968 to Register

### AES Mandate & Export Documentation

The Export Regulations (EAR)  
The DPL & SDN Lists • Determining ECCN  
Proper Documentation • AES filing Mandate  
Gov't Required Record Keeping  
Incoterms 2000 • Methods of payment  
Classifying Products (Schedule B's HTS, ECCN)  
Commercial Invoices • SLI's and SED's

### Export Compliance "Best Practice" EAR

Are You Subject to the EAR or ITAR  
Minimum Standards to be in Compliance  
Understand the General Prohibitions  
Restricted Lists - The Denied Parties, SDN, Entities,  
Debarred and Unverified Lists • Determining Correct ECCN  
Export Licenses and Exceptions AES filing & EMS  
Government-Required Record Keeping • Deemed Exports

### Export Compliance "Best Practice" ITAR

Is Product Military PART 121  
Understanding Military Application when not PART 121  
D-Trade Filing • ODTC Compliance Manual  
Debarred Lists • Types of State Dept Licenses  
Exemptions • Fines and Penalties  
Government-Required Record Keeping  
Deemed Exports

### NAFTA & Other Free Trade Agreements Singapore, Israel, Australia, Bahrain, Chile

Rules of Origin • Eligibility determination Understanding HTS  
• Bills of Material Review  
The NAFTA Certificate • Other FTA Certificates  
Gov't Required Record Keeping  
Fines and Penalties

### Basic Import Compliance and CTPAT Overview

Best Practices of Compliant Companies  
CTPAT, Customs Trade Partnership Against Terrorism  
Continuous Bond • Importer of Record  
Tariff Classification (significance, duties taxes, valuation etc.)  
Country of Origin Marking and Significance  
Types of Entry • Commercial Invoices  
TIB's • Carnets  
Recordkeeping Requirements

## Compliance Required

Export Regulations Compliance and Controls are required of every exporter. Jurisdiction covers all U.S. exporters and their subsidiaries.

All exports are subject to the Export Administration Regulations (EAR), even when your product appears benign. There are screenings of the Denied Parties list, Specially Designated Terrorists (SDT) list, Unverified List, the Entities List and the Specially Designated Nationals (SDN) list to contend with.

When products are manufactured with certain technology or components that draw upon these areas of manufacture, they may in fact be subject to further regulations. These areas of manufacture and distribution include:

*nuclear materials • chemical or biological materials • toxins • electronics • computers , (including software and technology) telecommunications • information security lasers and sensors • navigation equipment • avionics marine and space or propulsion systems.*

Since 1989, Evolutions in Business has been engaged in training corporations in Export Regulations, (EAR) and (ITAR) Compliance, Export Documentation, Import Compliance (CTPAT), Letters of Credit and NAFTA. In that time, we have trained thousands of individuals from various corporations including, Brooks Automation, Bruker Daltonics, Lucent Technology, Olympus NDT Raytheon, Segway, Simplex, Lockheed Martin, Timken, TYCO, Munters, just to name a few.

Evolutions in Business

P.O. Box 2004 • Chelmsford, MA 01824

800-675-9968 • 978-256-0438 • www.eib.com