



// U.S. EXPORT CONTROLS AND SANCTIONS – UPDATE 2020 – DAY 2

Update on U.S. Dual-use Export Controls and Sanctions

During the last year there were many changes to U.S. export controls and sanctions laws and regulations that impacted companies and financial institutions based in Germany and other EU member states. The government of U.S. President Donald Trump has further tightened its sanctions programmes. These include the new Russia sanctions, new economic sanctions against Iran and the listing of Huawei on the “black list”.

This seminar will include practical information on how these changes will impact the day-to-day business operations and compliance programs of German and other non-U.S. companies and financial institutions, across a range of business sectors.

On the basis of specialist lectures, keynote speeches and discussion rounds, renowned speakers will share their knowledge and practical experience with you. Of course, you will have ample opportunity to ask the experts your questions!

AIM OF THE SEMINAR

German and European companies trading with the USA are forced to come into contact with U.S. export control law. In the seminar, experts on U.S. law will teach you how to assess the current U.S. export control policy and what conclusions you can draw from it for your trade transactions. The focus will be on U.S. Dual-use Export Controls and Sanctions.

SUBJECTS

- **Keynote BIS Export Control Update**
 - Update on year three of the Trump Administration and impact on EAR and defense trade
 - Update on 2019 and pending BIS regulatory changes impacting the export and reexport of items on the Commerce Control List
 - 2019 changes to the EAR as a result of changes made by the Missile Technology Control Regime
 - Discussion of other changes to the EAR made during 2019
 - BIS export enforcement update and case studies (including the Huawei case)
- **EAR Reexport and Technology Issues**
 - Discussion on cloud computing and cloud-based email issues and U.S. export compliance issues
 - Discussions regarding De Minimis calculations under the EAR and related Huawei-case issues
 - Case studies involving reexports by European companies
 - Update on Export Control Reform Act of 2018 implementation
 - Update on BIS review of emerging technologies and foundational technologies

DURATION, DATE & VENUE

- 1 day: 09:00 am to 05:45 pm
- 04.02.2020 // Frankfurt // USEC200202
- Lessons: 7,25 hours

Click on the link to find the latest seminar dates and venues: www.awa-seminare.com/usec

TEACHING METHODS

- Lectures
- Exercises using lecturer’s case studies
- Exercises using legal texts

TARGET GROUP

This program is intended for participants who have a good understanding of EU/U.S. export controls and sanctions law.

POTENTIAL TRAINERS

- **Michael L. Burton**
Jacobson Burton Kelley PLLC
Washington D.C., USA
- **Michael E. Hoffman**
Director, Western Regional Office
Bureau of Industry and Security (BIS)
- **Mike Imbrogna**
Bureau of Industry and Security
Frankfurt
- **Douglas N. Jacobson**
Jacobson Burton Kelley PLLC
Washington, D.C.
- **Matthias Merz (Moderator)**
CEO // AWA Foreign Trade Academy
Münster
- **Christina Speer-Reinsch**
Bureau of Industry and Security
Frankfurt

OTHER INFORMATION

Legal texts and presentations will be distributed and discussed in the original language (English).

If you have any questions, do not hesitate to contact Ms Martina Brüggemann:

- +49.251.83. 275 76
- martina.brueggemann@awa-seminare.de



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Update on Defense Export Controls and related U.S. Dual-use

- Remarks by Regional Export Control Officers, U.S. Consulate, Frankfurt
 - End User Verifications and Compliance Best Practices
 - Pre-license checks and post-shipment verifications
 - Update on Iran and Russia end-use controls
 - Update on India and UAE export compliance issues

GET-TOGETHER

On the evening before the AWA's traditional U.S. Export Controls and Sanctions seminar, a get-together will take place at the Fleming's Conference Hotel Frankfurt (February 3rd, 2020 at 6:30 pm).

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REGISTER ONLINE UNDER:
www.awa-seminare.com/login

By E-Mail: info@awa-seminare.de // By Fax: +49.251.83 275 61

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Date	Seminar code
_____	_____
Venue	<input type="checkbox"/> Yes, i am attending the get-together.

Further information on the dates, venues and seminar codes is available on our website here:
www.awa-seminare.com/usec

PARTICIPANT DETAILS

Surname	First name
_____	_____
Telephone	Mail
_____	_____
Comments (e.g. food allergies)	

Company	

Department	

Order no.	Cost center
_____	_____
Street // No.	

Post Code // Location	

Invoice address (for the cost center)	

Please send the invoice electronically to the following email address	

DETAILS OF THE REGISTERING PARTY

If different from the participant details

Surname	First name
_____	_____
Telephone	Mail
_____	_____
Address (if different)	

Date // Place	Signature
_____	_____

PRICE

- EUR 690,00 (excl. 19% VAT), incl.
- Comprehensive seminar materials
- Drinks and refreshments
- Lunch
- AWA certificate
- Get-together

SPONSORSHIP

Click on the link for information on sponsorship:
www.awa-seminare.com/foerderungen

TRAVEL INFORMATION

On receipt of your registration we will send you detailed travel information. You will be able to book tickets with Deutsche Bahn AG and Lufthansa AG/Lufthansa Group Partner at a reduced rate.

www.awa-seminare.com/anreise

HOTELS

We will send you an overview of hotels when we confirm your registration. Our partners offer rooms at a reduced rate.

INHOUSE TRAININGS

If you are interested in an internal training course, please contact our Inhouse Training Department by email:
inhouse@awa-seminare.de

AWA NEWSLETTER

Our regular newsletter is distributed by email and contains important information on customs and foreign trade law as well as tips on seminars and events organised by the AWA. Click on the link if you would like to register:
www.awa-seminare.com/newsletter

WE ARE CERTIFIED



Source: AWA

CONDITIONS OF PARTICIPATION

Please register for the seminar as early as possible. We confirm registrations in the order received. We will send you the invoice approx. two weeks before the seminar is due to begin. The participation fee includes the documents referred to in the tender as well as drinks and refreshments. Registrations cancelled two weeks prior to commencement will incur a cancellation fee of €100. Seminars cancelled one week before they are due to take place will incur a cancellation charge equivalent to half the participation fee. This also applies to seminars held by AWA AUSTRIA and AWA SUISE. Cancellations received later than seven days prior to the seminar will be charged the full participation fee. You can book replacement participants at no additional cost. In the event that we must cancel the seminar owing to an important reason (e.g. sickness of trainer) we will reimburse the participation fee in full. Other claims are excluded. The judicial venue is Münster/Westphalia.

By submitting my registration, I hereby acknowledge the aforementioned conditions of participation.

AWA will only use your details to process your booking, carry out the event including invoicing and for its own direct marketing purposes. This may be done with the involvement of service providers. AWA will only pass on your data to third parties if it is obliged to or to perform the contract. If you do not wish to receive any further information from AWA, please send us an email to the address below. We will stop sending you information with immediate effect. E-mail: marketing@awa-seminare.de.