

# Are You Considering Entering the EU Market?

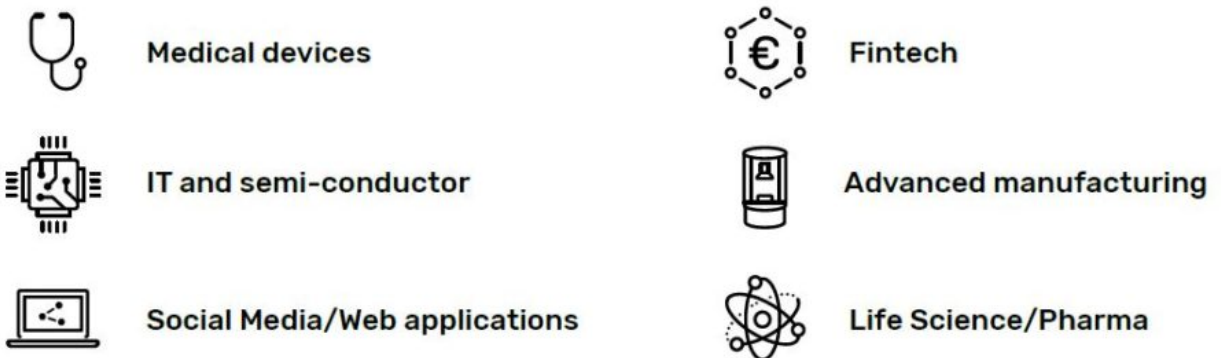
written by Lauri Moon | May 31, 2019

If the answer is Yes, then this webinar is a must for you.

Irish Manufacturing Research (IMR), in collaboration with Littus and the Pennsylvania Department of Community and Economic Development, is offering a unique program that will help you:

1. Expedite your orientation into the EU market using Ireland as a base
2. Access considerable engineering support from IMR's extensive EU advanced manufacturing network to de-risk your market entry
3. Launch your EU/Irish business and develop a solid operational plan for the first 3 years

Ireland



Join us and get an overview of this unique program and see how it can help you to de-risk your entry into this critical market.

[Register](#)

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# Gearing Up for Business Abroad

written by Lauri Moon | May 31, 2019

Most international business activities revolve around one of the five basic transactions: (1) the direct sales contract for goods and/or services; (2) contracts involving agents and distributors overseas; (3) the international joint venture; (4) the wholly-owned foreign subsidiary; and (5) licensing and transferring intellectual property and technology.

To avoid problems, a business must understand the advantages and pitfalls of each. This webinar will cover seven modules to help you understand these transactions.

- Module One - Understanding the Five Basic International Business Transactions
- Module Two - Financial Considerations for Overseas Operations
- Module Three - Negotiating & Drafting International Agency and Distribution Agreements
- Module Four - Drafting an Arbitration Clause for International Contracts: Do's & Dont's
- Module Five - The United National Convention on Contracts for the International Sale of Goods
- Module Six - Overview of FCPA and International Anti-corruption Laws
- Module Seven - What you need to know about U.S. Antiboycott Laws

Seminar presented by Dennis Unkovich of Meyer, Unkovic & Scott LLP, Pittsburg, PA.

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Seminar is free, but registration is required to attend!

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# Webinar: Determining the Correct ECCN or ITAR Category of Your Commodity, Technology or Software

written by Lauri Moon | May 31, 2019

Determining proper classification of an export has always been an important part of export compliance. This includes classification under the Harmonized System as well as export control classification.

If the transaction falls under the Export Administration Regulations (EAR) or The International Traffic in Arms Regulations (ITAR) determining the proper ECCN or USML Category is the responsibility of the Exporter/Seller who may also be the USPPI.

Misclassification can lead to seizure of goods, fines, penalties and even in severe cases loss of export privileges or imprisonment.

The combination of expanded enforcement efforts and recent changes under Export Control Reform has increased the importance and complexity of classification.

Learn what has changed, how to setup an effective classification process and how to keep your company compliant.

Don't miss this opportunity to train your staff in the comfort of their own office! Register today! Webinar presented by Bob Imbriani of Team Worldwide.

Who Should Attend:

- Import/Export Managers, Supervisors and Coordinators
- Trade Compliance Managers
- International Planners and Purchasing Agents
- Legal/Contract Administrators
- International Traffic and Logistics Managers, Supervisors, and Coordinators
- Senior Administrative, Operational, and Finance Executives

- Sales Marketing Supervisors and Managers

Funded in part by DCED's Office of International Business.

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# Webinar: Export Controls - Knowing Your Customer, the End-Use, User & Destination

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One of the most important export controls and one that applies to all exports and exporters is knowing the end user, use and destination. You must employ an aggressive process of due diligence to insure there is no reason not to proceed with a transaction.

Not taking reasonable steps to gather relative information and/or ignoring Red Flags can have serious consequences.

This program will provide an overview of best practices and the various steps that can be taken to insure compliance.

## **HOW YOU WILL BENEFIT**

- Gain an understanding of the various areas of compliance
- Learning your company's responsibilities for compliance
- See how compliance can benefit your company
- Hear how to get started on a comprehensive compliance program
- Understand the downside of non-compliance

Webinar presented by Bob Imbriani of Team Worldwide.

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After registering, you will receive a confirmation email containing information about joining the webinar.

[\*\*Register\*\*](#)