



Business Information
In A Global Context

C5's 8th Forum on

Global Customs Compliance

Minimise Importation Duties, Accelerate Customs Clearance and Optimise your Trade Compliance Operations Worldwide

Leading experts from over ten countries share best practices on global customs compliance

22nd – 23rd May 2013 • The Hotel Brussels • Brussels, Belgium

Senior Customs Officials:

Alexey Shcheglov, Senior Technical Officer, Tariff and Trade Affairs Directorate, World Customs Organisation (Belgium)

Leonardo Macedo, Technical Officer (Valuation), Tariff and Trade Affairs Directorate, World Customs Organisation (Belgium)

Narmin Ahmed Issa, Manager of Legal Affairs Department, Dubai Customs (UAE)

Oksana Zikuna, Head of Sector (GSP Rules of Origin, Monitoring and Administrative Cooperation), Unit B3 – Rules of Origin, DG Taxation and Customs Union, European Commission (Belgium)

Mette Werdelin Azzam, Technical Officer (Valuation), Tariff and Trade Affairs Directorate, World Customs Organisation (Belgium)

Hear from Leading Global Customs Compliance Experts From Across the Globe Including:

- Abbott (USA)
- Alstom (Russia)
- Apple (Ireland)
- Avnet Europe (Belgium)
- Bristol Myers Squibb (France)
- Delphi Automotive Systems (Turkey)
- Diageo plc (UK)
- Dow Chemical (China)
- DuPont (Brazil)
- DuPont (Turkey)
- Flextronics (Ireland)
- GE (Russia)
- Honeywell (UK)
- Ingersoll Rand (Ireland)
- Kichler (USA)
- Momentive Specialty Chemicals BV (Netherlands)
- Nike ELC (Belgium)
- Nokia Siemens Networks (UAE)
- Renault Trucks Vostok (Russia)

Walk away with advanced insights and practical strategies on the most challenging issues when managing your global customs operations:

- Strategies for developing a successful **internal global tariff database**
- **How to monitor and train your freight forwarders and customs brokers** to avoid additional risks

Learn to meet increasingly complex customs challenges in key global markets including:

EU: Mastering your **transfer pricing adjustments and royalty calculations**

RUSSIA AND CIS: Structuring your transactions to **avoid customs delays:** overcoming **documentary requirements** in practice

CHINA: Avoiding **prevalent pitfalls** in the Chinese customs and AOSIQ inspections framework

INDIA: Capitalising on **new import opportunities** in India: FTWZs, SEZs, Indian AEO and IP enforcement

GCC REGION: Making the most of **common import requirements** and overcoming non-tariff barriers

TURKEY: **Changes and challenges** in Turkish customs as the country seeks further EU integration: **BTIs, non-tariff barriers and incentive regimes**

SAUDI ARABIA: Working with Saudi customs officials to tackle the **new declaration requirements**

UAE: Preparing for **unforeseen difficulties** when importing into the **Dubai Free Trade Zones**

BRAZIL: Navigating the complex Brazilian **tariff classification and valuation regimes**

Get the most of your experience by participating in hands-on and interactive working groups on 24th May, 2013:

- A** Strategies for Developing a Successful Internal Global Customs Self-Assessment and Audit Programme
- B** A Practical Guide on the Rules of Origin and Non-Preferential Origin: Applying the Rules and Getting Your Preference Calculations Right

Premium Exhibitor:



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Up to 21.5 CPD

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The challenge of staying compliant with global customs regulations is putting a lot of pressure on your global supply chains, as a single error when dealing with thousands of international transactions and numerous third parties could lead to border delays, significant fines and subsequent commercial losses. With customs authorities widening the scope of their monitoring activities and a whole array of confusing inconsistencies in the application of existing customs regulations and standards at local, EU or international level, it is imperative that your organisation implements the most effective customs compliance systems to avoid being caught out in the event of an investigation or audit.

Stay Ahead of Your Competitors by Avoiding Common Pitfalls when Importing into the Major Emerging Markets

In the wake of the financial crisis and in an ever interconnected world, companies are seeking to grow their businesses by moving into emerging markets. Only companies which understand the novel and complex customs requirements and non-tariff barriers when seeking to import into **Russia & CIS, China, India, Middle East, Turkey and Brazil**, will beat their competitors by avoiding penalties, import delays and expensive external legal fees.

Take Home Winning Strategies for Incorporating the latest Global Customs Regulatory Requirements Seamlessly into your Compliance Programme

C5's Advanced Forum on Global Customs Compliance is now the largest and most valued conference of its kind, and will again, at the 8th Advanced Forum, taking place in Brussels, bring together leading customs and logistics professionals, lawyers and government officials dedicated to global customs compliance. They will take you through all the key regulatory updates in the area of global customs and share best practices as to how to cost-effectively implement global customs compliance systems. Join this event to participate in meaningful case studies, debates and Q&A that will provide you with the tools to stand up to intense regulatory scrutiny, whilst maintaining performance and competitiveness.

Don't Miss Out on the Hottest Global Customs Compliance Topics:

- Managing EU valuation requirements: transfer pricing adjustments and royalty calculations
- Key revisions to the EU's generalised system of preferences
- How to monitor your third parties for corruption and bribery risks
- Top techniques for maintaining a global tariff database
- Understanding key documentary requirements for entry into the major emerging markets
- Tackling the complex classification, valuation and transfer pricing regimes in China and Brazil
- Unravelling key misconceptions about the Turkish customs regime
- Working with Saudi customs officials to overcome the new declaration requirements
- Capitalising on bonded zones, free trade agreements and other customs concessions across the globe

Complete and refine your conference experience with these hands-on and interactive working groups: 24th May 2013

- A Strategies for Developing a Successful Internal Global Customs Self-Assessment and Audit Programme
- B A Practical Guide on the Rules of Origin and Non-Preferential Origin: Applying the Rules and Getting Your Preference Calculations Right

There is no other conference on the market which provides detailed practical insights into import regimes across the globe and how to incorporate global customs requirements into your internal compliance programmes

Use this opportunity to benchmark your practices and pick up critical and innovative know-how from the international community of regional and global customs experts. Participants will receive a comprehensive set of materials prepared by the speakers specifically for this event. These are invaluable materials which you will use again and again, long after the conference is over.

A MUST ATTEND EVENT FOR:

- Vice Presidents/Directors/Managers of:
 - Customs Compliance
 - Import/Export Compliance
 - International Trade
 - Global Supply Chain, Transportation and Logistics
 - Global Indirect Tax
- In-House Counsel responsible for:
 - Customs Compliance
 - International Trade and Customs Regulation
- Consultants and Outside Counsel specialising in:
 - Customs and International Trade
 - Global Trade Management, Transportation and Logistics Services
 - Global Indirect Tax
- Customs Brokers/Clearing Agents

PREMIUM EXHIBITOR:



You think of customs? We have solutions!

MIC Customs Solutions is the worldwide leading provider of global customs software solutions ensuring efficient customs processes and compliance within the legal frameworks in 45+ countries on five continents.

Our 700+ multinational clients achieved tremendous cost savings and transparency in the customs supply chain through integrating and automating customs processes. According to a study conducted by an independent market research institute MIC is the number one global customs software provider in the automotive industry with a market share of 22.3%.

MIC's software products are offered as In-House or as Software-as-a-Service Solution (SaaS). MIC provides one system, one customs database, one User Interface, one maintenance and support center – worldwide.

8:15 **Registration and Coffee** ☕

8:45 **Opening Remarks from the Co-Chairs**

Bruno Fransman, Regional Director Global Trade Compliance Assurance, **Avnet Europe** (Belgium)

Arzu Sancili, Import & Export Customs Lead Turkey, Middle East and North Africa, **DuPont** (Turkey)

9:00 **Strategies for Developing a Successful Internal Global Tariff Database**

Robert J. Pisani, Partner, **Pisani & Roll LLP** (USA)

Johan Van Dingenen, Senior Customs Analyst, **Nike ELC** (Belgium)

Alexey Shcheglov, Senior Technical Officer, Tariff and Trade Affairs Directorate, **World Customs Organisation** (Belgium)

- What strategies can you implement internally to reduce the risk of failing to meet global customs requirements?
 - ensuring internal consistency in classification and valuation
 - setting up internal centres of excellence
- Getting the correct information from different departments within your organisation in order to efficiently and accurately classify products
- What technologies are available for managing global tariff databases?
 - what are the benefits and pitfalls of different technologies?
- Where can you get global tariff information?
- How to validate supplier codes and how often should you do so?

10:00 **Effective Management of Transfer Pricing Adjustments and Valuation Calculations in the EU**

Joanne Lim, Associate Director – Global Indirect Tax, **Diageo plc** (UK)

Leonardo Macedo, Technical Officer (Valuation), Tariff and Trade Affairs Directorate, **World Customs Organisation** (Belgium)

Jennifer Revis, Senior Associate, **Baker & McKenzie LLP** (UK)

- How to tackle asymmetric application of valuation legislation in different Member States
- Managing customs challenges in other countries where provisional/incomplete declarations are required upon exit (e.g. Spain)
- Cross-EU approaches to transfer pricing – similarities and differences
- Which Member States are taking a particularly strict view in the area of transfer pricing?

Practical implementation for an in-house team within a company

- Setting the price for products where there have been a number of sales within the supply chain
- How to deal with transfer pricing adjustments if you import through multiple entities
- Setting up a workflow for evaluating year-end adjustments for customs valuation discrepancies
- Ensuring communication between direct and indirect tax departments within your organisation on transfer pricing value adjustments

11:00 **Morning Refreshments** ☕

11:15 **Key Revisions to the EU's Generalised System of Preferences and What You Need to Do to Prepare for the Changes**

William Engelen, EU Customs and International Trade Compliance Manager, **Momentive Specialty Chemicals BV** (Netherlands)

Paulette Vander Schueren, Partner, **Mayer Brown** (Belgium)

Oksana Zikuna, Head of Sector (GSP Rules of Origin, Monitoring and Administrative Cooperation), Unit B3 – Rules of Origin, DG Taxation and Customs Union, **European Commission** (Belgium)

- Update on the EU's new changes to the GSP rules of preferential origin
 - what countries will be excluded (which have no alternative trade arrangements with the EU) under the new rules and why?
 - what countries are on the "graduation list" and what products are excluded?
 - what countries will receive GSP "plus" treatment?
 - what rules of transition will be included?
 - new operational safeguards
- Managing changes to the rules:
 - appraising your supply chain and tracing imports from GSP beneficiary countries
 - what alternative FTAs are in place for countries being excluded from the GSP?
 - will you need to change customs documents provided to meet FTA requirements?

12:30 **Networking Lunch** 🍽️

1:45 **Structuring Your Transactions to Avoid Customs Delays and Minimise Risks: Documentary Requirements in Practice**

Sergey Uspenski, Customs COE Leader, Russia & CIS, **GE** (Russia)

Igor Zazyants, Customs Manager, **Renault Trucks Vostok** (Russia)

Janet Walsh, Director Trade Compliance EMEA, **Ingersoll Rand** (Ireland)

- How to structure your transactions to avoid customs delays:
 - expediting Russian imports via transit countries
 - using Russian agents to streamline customs processes
 - how can your freight forwarders and brokers assist in managing customs risks
 - how to ensure you choose the right port of import
- What documentation needs to be provided when importing into Russia and what are the documentary requirements?
 - when will document originals be required?
 - dealing with document stamping requirements in Russia
 - dealing with the declaration of confidential manufactured costs – how to manage your dealership relationships in Russia where your manufactured costs are declared at customs
 - managing asymmetric requirements that may arise at different ports
 - how to ensure that you obtain all the required declarations in every transit country
- Making the Most of the Russian AEO status to improve clearance times

European Union

European Union

European Union

Russia and CIS

- what procedures will be streamlined and what benefits will be realised?
- What are the disadvantages of operating under the Russian AEO?
- how to qualify and apply for Russian AEO status
- what are the continuing requirements for Russian AEO status on foreign business activities?

3:00 **Managing Changes to Russian and CIS Region Import Requirements**

Igor Krotov, Transport & Logistic manager, **Alstom** (Russia)

- Dealing with changes to Russian customs legislation post WTO-accession
 - what are the grey areas that have not been covered by the main legislation?
 - what are the expected benefits with the new customs changes?
 - how to follow regulatory changes in the country to ensure you have the most up-to-date customs requirements
- Accelerating your imports through the CIS Customs Union:
 - what customs benefits can be obtained through the customs union?
 - calculating the extent of the customs benefits that can be obtained
 - how to effectively utilise expedited procedures through the new computerised clearance systems in Russia, Belarus and Kazakhstan

Russia and CIS

3:30 **Afternoon Refreshments** 🍷

3:45 **Capitalising on Bonded Zone Benefits when Importing into China**

Perry Ma, China Trade and Customs Compliance Leader, **Dow Chemical** (China)

- What concessional areas are available in China?
 - Free trade zones
 - Export Processing Zones
 - Bonded Logistics Parks
 - Bonded Ports
 - Comprehensive Bonded Zones
- What are the potential benefits of importing into China via a bonded area?
 - benefits for imports
 - benefits for re-exports

China

4:15

Avoiding Prevalent Pitfalls in the Complex Chinese Customs and AOSIQ Inspections Framework

Hu Huang, Director, International Logistics and Customs Compliance, **Kichler** (USA)

Perry Ma, China Trade and Customs Compliance Leader, **Dow Chemical** (China)

Joanne Lim, Associate Director - Global Indirect Tax, **Diageo plc** (UK)

- Overcoming Chinese customs classification challenges
 - attempts to split kits, sets and overuse of parts provisions – crucial factors to consider when classifying items
 - how to classify items that are not on any lists – high-tech products
 - managing different classification approaches at local, regional and central government level
 - utilising advanced rulings to overcome classification issues
- How do you determine the correct value your goods when importing into China?
 - how is the Chinese customs valuation framework structured?
 - what documentation needs to be provided when importing into the country?
 - when are royalty fees dutiable?
 - how are warranty fees treated by Chinese Customs?
- What non-tariff barriers exist that may delay imports?
 - understanding the significant role of AOSIQ and why clearance from them is of utmost importance
 - General Administration of Quality Supervision, Inspection and Quarantine (AOSIQ) requirements and inspections
 - what goods are subject to compulsory inspection?
 - what products need to meet Chinese Compulsory Certification requirements?
 - how to stay on top of changing AOSIQ requirements

China

5:30

Co-Chairs' Closing Remarks – Day 1 Highlights

5:45

Conference Adjourns and Cocktail Reception

“Still the best conference out there for customs compliance.” Pfizer

“Very good speakers...practical best practice cases.” Hoffman La Roche AG

“The conference introduced me to topics and detail which I hadn't previously been involved in.

I would recommend to colleagues where they directly deal with these topics on a daily basis” NEC Europe Ltd.

“I enjoyed the interactive approach – it allowed for subjects to be expanded, whereby I think everyone walked away with something new learned.” Integration Point

WEBCAST



Can't take time off? Attend the conference from the convenience of your home or office. Save money on travel and view the conference according to your own schedule. This interactive live webcast allows you to participate in the sessions as they occur, download handouts, and ask speakers questions.

If you can't watch the live feed, the recorded archives of the presentations will also be available for you to view for 45 days after the conference is over, so you can re-watch sessions, or view any sessions you may have missed.

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8:45 **Opening Remarks from the Co-Chairs**

9:00 **New Import Opportunities in India and How to Capitalise on the Customs Benefits Offered**

Minna Herranen, Global Trade Management, Head of Middle East & Africa & India Region, **Nokia Siemens Networks** (UAE)

Parthasarathy R, Senior Partner & Country Head, Chennai, **Lakshmikumaran & Sridharan Attorneys** (India)

Mette Werdelin Azzam, Technical Officer (Valuation), Tariff and Trade Affairs Directorate, **World Customs Organisation** (Belgium)

Free Trade and Warehousing Zones

- Streamline your business and customs operations with India's new Free Trade & Warehousing Zones (FTWZs)
- What are the key benefits afforded when utilising FTWZs?
 - benefits for imports and re-export
- Update on Indian Special Economic Zones (SEZs) and how to make the most of them
 - dealing with WPC license challenges for development and re-export
 - utilising SEZ e-customs systems
 - meeting SCOMET licensing requirements

Indian AEO Certification

- Criteria for application and maintenance of the Indian AEO standard
- Utilising international standards to facilitate qualification
- What will be the particular benefits afforded to AEO certified companies in India?

New IP Enforcement Regime

- How has the Indian IP regime been enforced in the realm of customs?
- How can you leverage the customs IP enforcement programme to protect your IP and company brand
- Ensuring your products are not infringing

Indian FTAs

- How to effectively utilise Indian FTAs:
 - evaluating India's numerous FTAs – which agreement provides the best duty concession?
 - overcoming stringent origin requirements and Indian customs focus on origin
 - effectively proving origin – what documentation is required
 - obtaining origin certificates from suppliers
- Update on Indian FTAs
 - what benefits are expected under the EU-India FTA?
 - what benefits are expected under the MERCOSUR-India FTA?

10:00 **Getting Goods In and Out of India: Getting the Paperwork Right**

Vivek Luthra, Managing Partner, **Trade in the EU** (Germany)

- What primary documentation needs to be provided when importing into India and what are the specific requirements of each document?
 - dealing with discrepancies in different regions
 - what declarations need to be made on invoices?
 - ensuring you conform your shipments to regulatory norms
- What supporting documentation needs to be submitted when importing into India?
 - additional documentation that needs to be provided outside of international standards
 - obtaining guarantees (bonds)
 - when will contractual agreements need to be provided?
- How to accurately determine the transaction value

- how do transaction values differ based on the purpose of your import transaction?
 - related/unrelated party transactions
 - re-exports
 - short term imports
- when will your products need to be dealt with via a special valuation branch?
 - what categories of goods are included?
 - working with the special valuation branch to manage high value taxes

10:45 **Morning Refreshments** ☕

11:00 **Developing a Customs and Trade Compliance Strategy in Turkey**

Selmin Yazici Serim, Customs Country Manager – TR, **Delphi Automotive Systems** (Turkey)

Arzu Sancili, Import & Export Customs Lead Turkey, Middle East and North Africa, **DuPont** (Turkey)

- Update on changes to Turkish customs regulations as it seeks further EU integration: AEO, NCTS, Single window integration plans
- How to follow regulatory changes in Turkey to ensure you have the most up-to-date customs requirements
- What are the key challenges when importing into Turkey and how to overcome them:
 - Compliance with the legislation requirements
 - Follow up the updates in the regulations
 - Knowing the risk criteria of the HTS codes
 - Conditions for BTI implementation
- Dealing with non-tariff barriers: what additional steps need to be taken before importing into the country?
 - obtaining the relevant permissions and approvals from the Turkish Standards Institution and other authorities
 - understanding Turkish environmental controls
- Accelerating your imports through Turkish free trade agreements:
 - what benefits will the Turkey-Korea FTA bring once it comes into force?
 - how will the new FTAs that the EU is negotiating affect Turkish imports?
- Accelerating your imports through the new Turkish "incentive" regimes
 - what are the main customs reliefs granted under each category?
 - Inward Process Relief (IPR); Outward Process relief (OPR); Free Trade Zone (FTZ); Temporary import / exports

12:15 **Networking Lunch** 🍽️

1:30 **Tackling Key Customs Challenges in the GCC Region: Dubai FTZs, Non-tariff Barriers and Saudi Arabian Customs Declaration Requirements**

Minna Herranen, Global Trade Management, Head of Middle East & Africa & India Region, **Nokia Siemens Networks** (UAE)

Narmin Ahmed Issa, Manager of Legal Affairs Department, **Dubai Customs** (UAE)

Jayachand Pachakkil, Senior Consultant, Trade Management Consulting, **Livingston International** (UAE)

- Update on status of implementation of GCC unification across Middle Eastern countries
- Key import/export similarities across the GCC countries
 - common import documentation and supporting documentation requirements
- What are some of the main import restrictions and/or requirements in the GCC region?

India

India

Turkey

- when will import restrictions apply?
- common standards and documentation applied across the region and discrepancies in interpretations of GCC standards
- understanding the intricacies of import restrictions (e.g. mannequins with/without heads)
- Dealing with unforeseen difficulties when importing into the Dubai Free Trade Zones (DFTZs)
 - setting up your operations with the DFTZs – maintaining entry records
 - best practices in avoiding unnecessary customs penalties and audits when exiting the region or when re-establishing an entity within a DFTZ
 - working with your local service provider
 - records retention
- Tackling Saudi Arabian customs payment declarations requirements
 - staying on top of customs broker documentation requirements
 - how to reconcile asymmetries in value in your import and export customs declarations
 - split payment agreements
- Top techniques for working with Saudi Arabian customs officials on declaration requirements
 - strategies for conducting your negotiations
 - understanding documentary evidence requirements expected in Saudi Arabia
 - managing extended time frames for imports
- How to get guidance and rectify customs disputes and clearance delays in Saudi Arabia

3:45

Brazil

- What is needed to get a favourable customs ruling on valuation in the event of dispute?
- How to extricate your company from cargo seizures and detentions upon dispute

Free Trade Agreements – How to Prove Origin and Qualify for Brazil FTA Programs to Increase Duty Savings

Andre Nunes de Oliveira, International Trade Logistics and Customs Compliance Coordinator, **DuPont** (Brazil)
Felipe Berer, Of Counsel, **Akerman Senterfitt** (USA)

- Identifying savings opportunities presented by current Free Trade Agreements including MERCOSUR and ALADI
- New FTA opportunities on the horizon (Israel and India), and update on FTA negotiations with Mexico
- How to maximise benefits of preferential clauses
- How to effectively prove origin
 - meeting strict origin requirements under Brazilian FTAs
 - what documentation will be acceptable to Brazilian customs as proof of origin?
 - obtaining origin certificates from suppliers
- Getting through an investigation of origin and assessing the benefits of voluntarily submitting yourself to an origin investigation
- FTA risks and liabilities and how to avoid them

4:30

2:45

Navigating the Complex Brazilian Tariff Classification and Customs Valuation Regimes

Cesar Finotti, Executive Director, **STTAS do Brasil** (Brazil)
Fernanda Herrmann, Manager – Customs & Trade Advisory Services, **STTAS do Brasil** (Brazil)

- How to follow regulatory changes in Brazil to ensure you have the most up-to-date customs requirements
 - top techniques for managing public documents in the local language
 - dealing with asymmetric requirements imposed at different port locations

Tariff Classification

- What are the current regional regimes for classification and what are the key parameters?
- How to determine which tax codes should be applied to goods
 - managing the numerous classification categories
- Addressing documentation nuances and discrepancies in descriptions and interpretations to avoid classification disputes
- When can you take advantage of classification concessions to the common external tariff?
- How to optimise tax benefits and achieve the most advantageous duty positions
- How will classification affect whether or not a license for import will be required?
 - which items are not covered by an automatic license and require a special license?
 - how long can companies expect to wait for a license to be granted?

How to Determine Your Customs Value

- understanding the six methods for determining customs valuation and gray channel procedures
- what are the relevant adjustments to value required in Brazil?
 - incorporating transfer pricing and royalty payments
- Documentation required to avoid a customs value investigation and/or dispute
 - using alternative methods of customs valuation to support your transaction value

5:30

5:45

Achieving a Safe and Secure Supply Chain: How to Conduct a Watertight Evaluation and Train Your Freight Forwarders and Customs Brokers to Ensure they Do Not Present Additional Risks

Matthew Neville, EMEA Customs Lead, **Apple** (Ireland)
Declan Coyne, Freight & Customs Compliance Manager, EU, **Flextronics** (Ireland)

- Regulatory overview of third party anti-corruption legislation
 - who is included in third party legislation – brokers, agents, and/or freight forwarders?
- What level of due diligence is required to show that you have adequately dealt with all aspects of risk when selecting a third party?
- How to effectively monitor your third parties for corruption and bribery risks
 - key red flags
 - additional checks required where you are forced to use a third party with a questionable reputation
 - techniques for conducting effective site visits
 - ensuring sufficient oversight of your third party providers for facilitation payments
 - dealing with local attitudes to clearance “fees”
- What to do when you discover that your third party has made an improper payment on your behalf
- How to effectively collaborate with your freight forwarder/customs broker to negate liability (which often cannot be “handed-over”)
- Ensuring that your third parties have the customs know-how needed
 - is it necessary to train your freight forwarders?
 - how much responsibility should you take on and what do they need to know?
 - ensuring that your third parties understand import declaration processes and what documents are needed for import
- How to ensure your third parties provide you with all the relevant documentation required for your VAT declarations

Co-Chairs’ Closing Remarks – Day 2 Highlights and Thanks

Conference Ends

A 9:00 a.m. – 12:30 p.m.

Strategies for Developing a Successful Internal Global Customs Self-Assessment and Audit Program

François Cathelineau, Associate Director Customs & Trade EMEA-APAC, **Bristol Myers Squibb** (France)

Susie Hoeger, Director, Global Trade Compliance & Policy, **Abbott Laboratories** (USA)

This half day, interactive workshop will provide you with the tools for evaluating your organisation's internal customs procedures and how to ensure they meet local customs requirements in advance of a customs authority audit. Expert customs professionals will provide you with innovative strategies and techniques for carrying out an internal self-assessment; dealing with "holes" in your programme; and how to ensure that your programmes meet the confusing array of standards customs officials are requiring in different jurisdictions. Topics will include:

- Establishing a self-assessment action plan prior to audit:
 - what are you looking to achieve through your audit?
 - what information do you need to disclose?
 - how far back does this information need to go?
 - what external standards can be used to benchmark your audit?
 - using effective field auditing to enhance your assessment
- How to identify "holes" in your customs compliance procedures
- How and when should you make voluntary disclosures?
 - customs information entry errors
 - customs jurisdictions with difficult attitudes to voluntary disclosures
- Key steps to take when preparing your supply chain and internal security procedures for audit
- Gaining access to confidential data concerning internal security measures and financial information
- How to effectively engage with customs officials on audit activities
- Differing approaches to customs audits in different jurisdictions:
 - which jurisdictions will require full documentation to be provided on all customs and trade information during audit?
 - what type of information is focused on by different customs authorities?
 - what aspects of your internal controls will you need to show depending on the area of audit?
- How may meeting certain local certifications change the scope of audits or investigations?
 - how EU and/or local AEO status changes the scope or focuses of audits and/or investigations

B 1:30 p.m. – 5:00 p.m.

A Practical Guide on Rules of Origin and Non-Preferential Origin: Applying the Rules and Getting Your Preference Calculations Right

Perdeep Sehdev, Trade Compliance & Customs Manager, **Honeywell** (UK)

Bruno Fransman, Regional Director Global Trade Compliance Assurance, **Avnet Europe** (Belgium)

Oksana Zikuna, Head of Sector (GSP Rules of Origin, Monitoring and Administrative Cooperation), Unit B3 – Rules of Origin, DG Taxation and Customs Union, **European Commission** (Belgium)

Mette Werdelin Azzam, Technical Officer (Valuation), Tariff and Trade Affairs Directorate, **World Customs Organisation** (Belgium)

Philippe De Baere, Partner, **Van Bael & Bellis** (Belgium)

This highly interactive and practical workshop will ensure that you are thoroughly briefed on all the issues that need to be considered when determining the origin of products eligible for preferential treatment. Through case studies, highly experienced customs professionals will discuss the "nuts and bolts" of making preference calculations, how to navigate complex cumulation rules and how to trace origin where goods are not imported directly. Whether you are new to the field of customs compliance or are a seasoned veteran seeking to capitalise on the customs benefits under the preferential treatment regime, you will find this workshop invaluable for getting up to speed with the complex issues in this area.

- What is the difference between preferential and non-preferential origin?
- When would you utilise origin arrangements?
 - examples of where preferential origin and non-preferential origin rules may be used
- Understanding the intricacies of wording in Free Trade Agreements – how small differences can influence whether or not materials are of origin or not
- How far back along the supply chain do you need to go when tracing the origin of a product?
- What documentation needs to be provided to prove origin?
 - what documents and information will need to be shown to prove origin?
 - different attitudes taken by different customs authorities across the globe
- alternative requirements under the EU- South Korea FTA
- Dealing with cases where goods are not imported directly
 - is the 60/40 rule realistic in the case of goods imported from China?
 - what is the origin of products temporarily imported into a country?
 - how is origin determined in the case of reverse logistics?
 - managing the effects of third party invoicing on origin
 - how to ensure that you are provided with all the right documentation from your supplier
- How to accurately make preference calculations
 - what are the different methods for calculating origin?
 - how to calculate origin when a product has multiple components
 - factoring in multi-party transactions
 - when and how to apply for an accounting segregation permit
 - how do customs authorities look at preference calculations?
- Application of the cumulation rules on FTA utilisation
- Utilising long-term origin declarations to avoid making multiple clearances:
 - what kind of documents are acceptable when making long term supplier declarations?
 - will they really protect you if your origin is challenged?
- How can you co-operate with your buyers to ensure that materials are obtained from the right origin

Global Customs Compliance

Minimise Importation Duties, Accelerate Customs Clearance and Optimise your Trade Compliance Operations Worldwide



Business Information
In A Global Context

22nd – 23rd May 2013 • The Hotel Brussels • Brussels, Belgium

Priority Service Code

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FEE PER DELEGATE	Register & Pay by 26 April, 2013	Register & Pay after 26 April, 2013
<input type="checkbox"/> ELITEPASS*: Conference & Both Workshops	€3195	€3370
<input type="checkbox"/> Conference & 1 Workshop <input type="checkbox"/> A or <input type="checkbox"/> B	€2495	€2670
<input type="checkbox"/> Conference Only	€1795	€1970
<input type="checkbox"/> Webcast	€1155	€1355

All conference participants will receive an online link to access the conference materials as part of their registration fee

Please add a copy of the *Conference Proceedings BINDER or CD-ROM to my order for €295

*Conference Proceedings are shipped 4 weeks after the conference

TEAM DISCOUNTS: Booking 3 or more delegates? Call +44 (0) 20 7878 6888 for details.

*ELITEPASS is recommended for maximum learning and networking value.

DELEGATE DETAILS

NAME _____ POSITION _____

APPROVING MANAGER _____ POSITION _____

ORGANISATION _____

ADDRESS _____

CITY _____

POSTCODE _____ COUNTRY _____

PHONE _____ FAX _____

EMAIL _____

TYPE OF BUSINESS _____

FOR MULTIPLE DELEGATE BOOKINGS PLEASE COPY THIS FORM

PAYMENT DETAILS

Event Code: 567X13-BRU

BY CREDIT CARD

Please charge my AMEX VISA MasterCard Discover Card

NUMBER _____ EXP. DATE _____

CARDHOLDER _____

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I have enclosed a cheque for € _____ made payable to C5

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Account Name: C5 Communications Limited

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Bank Branch: St Albans Branch

BIC (Bank Identifier Code): MIDLGB22

IBAN: GB45 MIDL 4005 1569 7326 66

Sort Code: 40-05-15

Account Currency: EURO

If you wish to pay in GBP£ or USD\$ please contact Customer Service

Administrative details

Date: 22nd – 23rd May 2013

Time: 8:45 am – 5:45 pm

Venue: The Hotel Brussels

Address: Boulevard de Waterloo 38, 1000 Brussels, Belgium

Telephone: +32 2 504 33 35

An allocation of bedrooms is being held for delegates at a negotiated rate until 18 April 2013. To book your accommodation please call Venue Search on tel: +44 (0) 20 8541 5656 or e-mail beds@venuesearch.co.uk. Please note, lower rates may be available when booking via the internet or direct with the hotel, but different cancellation policies will apply.

DOCUMENTATION IS PROVIDED BY WEBLINK

The documentation provided at the event will be available on weblink only. If you are not able to attend, you can purchase an electronic copy of the presentations provided to delegates on the day of the event. Please send us this completed booking form together with payment of €595 per copy requested. For further information please call +44 (0) 207 878 6888 or email enquiries@C5-Online.com.

CONTINUING EDUCATION

14.25 hours (conference only) plus 3.5 hours per master class towards Continuing Professional Developments hours (Solicitors Regulation Authority). Please contact C5 for further information on claiming your CPD points.

PAYMENT POLICY

Payment is due in full upon your registration. Full payment must be received prior to the event otherwise entry will be denied. All discounts will be applied to the Main Conference Only fee (excluding add-ons), cannot be combined with any other offer, and must be paid in full at time of order. Group discounts available to individuals employed by the same organisation.

TERMS AND CONDITIONS

You must notify us by email at least 48 hours in advance if you wish to send a substitute participant. Delegates may not "share" a pass between multiple attendees without prior authorisation. If you are unable to find a substitute, please notify C5 in writing no later than 10 days prior to the conference date and a credit voucher will be issued to you for the full amount paid, redeemable against any other C5 conference. If you prefer, you may request a refund of fees paid less a 25% service charge. No credits or refunds will be given for cancellations received after 10 days prior to the conference date. C5 reserves the right to cancel any conference for any reason and will not be responsible for airfare, hotel or any other costs incurred by attendees. No liability is assumed by C5 for changes in programme date, content, speakers or venue.

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