

Practical Tips for Aerospace Suppliers to Increase Exports

All U.S. aerospace companies are welcome and encouraged to attend!

U.S. Export Control Reform and Aerospace Products

When:

Thursday, 5/16/13
9:00 a.m. – 12:00 p.m.

Where: Cleveland

Registration:

www.oai.org/ExportControl

Registration deadline:

Friday, 5/3/13

Trade Finance for Aerospace Exporters

When:

Tuesday, 8/6/13
8:00 a.m. – 2:00 p.m.

Where: Cleveland

Registration will open by

Monday, March 4th at:

www.oai.org/ExportFinance

Registration deadline:

Monday, 7/22/13

FAA Regulations and International Cooperation: A Primer for U.S. Exporters

When:

Tuesday, 10/22/13
9:00 a.m. – 12:00 p.m.

Where: Dayton

Registration will open by

Monday, March 18th at:

www.oai.org/ExportFAARegs

Registration deadline:

Wednesday, 10/9/13

A Series of Three Seminars in Ohio During 2013

The Ohio Aerospace Institute and the U.S. Department of Commerce are pleased to offer U.S. aerospace suppliers a series of half-day seminars that will deliver concrete, practical information on the *do's* and *don'ts* of exporting aerospace products. Presented by experts in various fields, the seminars are geared especially to small and medium-sized businesses.

Have you wondered . . .

- About changes to U.S. export controls? What aerospace products will no longer be subject to the International Traffic in Arms Regulations (ITAR)? Will I still need a license for aircraft parts whose jurisdiction moves to the Export Administration Regulations?
Attend the Seminar on U.S. Export Control Reform and Aerospace Products, presented by:
 - Gene Christiansen, Senior Licensing Officer/Aerospace, Bureau of Industry and Security, U.S. Department of Commerce (*See registration site for bio.*)
- How to get paid for exports? Are the risks different from domestic shipments? What government financial programs are available to help boost exports?
Attend the Seminar on Trade Finance for Aerospace Exporters, presented by:
 - Todd Hiser, U.S. Export Assistance Center/Cleveland – Topic: International Trade Administration Export Assistance programs
 - Mark Klein, Export-Import Bank Chicago – Topic: Export-Import Bank Programs
 - Pat Hayes, Small Business Administration/Cleveland – Topic: SBA Export Finance Programs
 - Craig Schurr, First Merit Bank – Topic: Methods of Payment in International Trade
- Do I need to get approval from an FAA counterpart overseas before shipping civil aircraft parts abroad? What are Export Certificates of Airworthiness and when must they be used? Can Bilateral Aviation Safety Agreements help me export?
Attend the Seminar on FAA Regulations and International Cooperation: A Primer for U.S. Exporters, presented by:
 - Chris Carter, Manager, International Policy Office, Aircraft Certification Service, FAA (*See registration site for bio.*)

Cost: \$60 per seminar, per person

All seminars will be offered in-person or via Webinar. Please visit the registration pages shown at the left for more information.

For questions or more information, please contact: Terri Deacey at the Ohio Aerospace Institute: TerriDeacey@oai.org or 440-962-3115.