



## Conference registration is open

*for the*

**Global Industrial Cooperation Conference (GICC) 2012**  
**Sunday 20<sup>th</sup> to Wednesday 23<sup>rd</sup> May 2012**  
**at the Swissôtel Grand Efes**  
**Izmir, Turkey**



### Hosted by

ADS Group Ltd (ADS) and the  
Global Offset & Countertrade Association (GOCA)

### Supported by

The Undersecretariat for Defence Industries (SSM),  
ESBAS – Aegean Free Zone Corporation, and the  
Deutsches Kompensations Forum e.V. (DKF)



**ESBAŞ**  
EGE SERBEST BÖLGE KURUCU VE İŞLETİCİSİ A.Ş.  
AEGEAN FREE ZONE DEVELOPMENT & OPERATING CO.



### THE CONFERENCE SPEAKERS

Our impressive speaker list will include senior government leaders and directors of Industrial partnership programs, senior members of the Turkish military, experts on WTO and ITAR, as well as many representatives from the leading aerospace and defense contractors, who will provide case studies of their respective activities.

Even though we are four months away, the GICC 2012 Organizing Committee already have the below confirmed speaker list (and their topics) which include:

**Luiz Henrique Rodrigues Da Silva** (Brazil)

**Dan Duguay** (Canada)

**Brigadier (Rtd) Khutub Hai** (India)

**Major (Rtd) Zailani bin Safari** (Malaysia)  
**Saleem Al –Zawawi** (Oman)  
**Alon Redlich** (Poland)  
**General Hamad Al Sugair** (Saudi Arabia)  
**Murad Bayar**, Undersecretary SSM  
**Muharrem Dortkasli**, TAI  
**Osman Okyay**, Kale Aero  
**Steve Estill**, Sikorsky  
**David Potts**, Lockheed Martin  
**Mark Pyman**, Transparency International  
**Vassilis Akritidis**, Squire, Sanders & Dempsey (UK) LLP – WTO  
**Jerome J. Zaucha**, K&L Gates LLP – ITAR workshop  
**Philip Georgariou**, Lockheed Martin - (Establishing Incubator Programs to Stimulate Industrial Technology Development)  
**Dov Hyman**, Dolin International – (Finance)

In addition, we are deeply privileged to announce that **HE İsmet Yılmaz**, Minister of National Defense, Turkey, has very kindly agreed to give a keynote opening address at GICC 2012.

GICC 2012 will have government and industry speakers from the UAE, Kuwait, Greece, Finland, South Africa, South Korea, Taiwan and more.....an important presentation on on-going developments within the EU will also be on the agenda.

### **TRAINING WORKSHOP SESSIONS (available for industry participants only)**

For industry attendees who register for both the Conference and Training, the conference hosts are pleased to offer a half-day offset training course on Wednesday 23rd May 2012 from 08.00 - 13.00. The offset training courses will cover a range of offset topics and will be organized in two separate parallel sessions tailored to the various levels of audience.

#### **Wednesday 23rd May 2012, Training Workshop Sessions 8:00 am**

##### **Workshop 1: Introduction to Offset and Offset Negotiation Strategy**

This course is intended for persons somewhat new to offset. It provides information on types of, development of, trends, and current issues in offsets. Further, the course will assist the audience to better understand the basic strategies that companies will need to consider and pitfalls to avoid in order to have successful negotiations with offset officials.

Instructors: Robert Bell, President, Bellerophon Consulting  
John Black, Director - Global Cash Management and Offset, Motorola Solutions, Inc.

**or**

##### **Workshop 2: Organization and Structure of an Offset Team**

The way in which Defence Companies organize themselves in the planning, bidding, and delivery of offset will dramatically impact their degree of success or failure. This course will examine how organizations can be established, through the minimum of cost and inconvenience, to ensure that offset can be implemented to achieve the strategic goals, minimize risk and ensure satisfied customers. The course will draw heavily on case studies, using actual offset projects and experiences.

Instructors: Roger Bulgin, CEO, Offsets 2000  
Thanassis Potsis, President, Hellenic Industrial Space Association

## Wednesday 23rd May 2012, Training Workshop Sessions

10:00 am

### Workshop 3: Technology Transfer as Offset and Its Valuation

The course will be an in depth discussion on the Transfer of Technology, covering rationale, various methodologies, technology valuation techniques and formulas, as well as the associated internal and external challenges and opportunities.

Instructors: Mike Fisher, Regional Director - International Programs, GE Aviation  
Cary Victor; Director, Industrial Participation; Lockheed Martin - Electronic Systems

**or**

### Workshop 4: The ITAR Regulations and their Impact on Offset

The course will present a detailed review of the U.S. International Traffic in Arms Regulations (“ITAR”), with a focus on the current brokering provisions and the possible ramifications of the recently-proposed brokering amendment. The ITAR impact not only U.S.-based companies and individuals, but also, because of their extreme extraterritorial reach, the activities of anyone doing business with the United States, seeking to incorporate U.S.-sourced defense technology, systems, sub-systems, or even parts or components, into their own products, or utilizing U.S. “defense services.” The course will also provide a brief overview the U.S. Export Administration Regulations (“EAR”) and U.S. trade embargoes and sanctions, EU export controls and embargoes, and host country export control law considerations. Finally, the course will consider the impact of all of these laws on offset and countertrade activities. For example, in the offset world, the ITAR can govern what technology can be transferred to satisfy an offset obligation and how it can be used, and, in the countertrade world, commercial and dual use export controls, as well as trade embargoes and sanctions, also can come into play. The course will end with a workshop involving practical scenarios.

Instructors: Brinley Salzmann, Director – Overseas & Exports, ADS  
Jerry Zaucha, Partner, K&L Gates LLP

## REGISTRATION FEES & ONLINE CONFERENCE REGISTRATION

Online conference registration is now available at

<https://www.regonline.com/globalindustrialcooperationconferencegicc2012>

**If you are a member of ADS, GOCA, or DKF, please use the relevant passcode for your organization for GICC 2012 online registration.**

*Standard fee begins 1<sup>st</sup> February 2012 and is valid until 16<sup>th</sup> May 2012:*

ADS members (U.S.\$795 conference only, U.S.\$895 conference & training)

GOCA members (U.S.\$795 conference only, U.S.\$895 conference & training)

Government (U.S.\$795 conference only)

DKF members (U.S.\$795 conference only, U.S.\$895 conference & training)

Nonmembers (U.S.\$1,295 conference only, U.S.\$1,395 conference & training)

*From 17<sup>th</sup> May 2012 onwards, a late fee of U.S.\$100 will be applied to conference attendee registrations, if space is available.*

**Conference Attendee Fee:** The conference attendee fee includes entry to the Opening Reception on Sunday 20<sup>th</sup> May 2012, the Conference (coffee breaks and lunch) on Monday and Tuesday 21<sup>st</sup> & 22<sup>nd</sup> May 2012, and the Conference Dinner on Tuesday 22<sup>nd</sup> May 2012. Note: the hotel daily room rate at the Swissôtel Grand Efes, Izmir is inclusive of a breakfast buffet.

**Conference & Training Attendee Fee:** The conference and training attendee fee includes entry to the Opening Reception on Sunday 20<sup>th</sup> May 2012, the Conference (coffee breaks and lunch) on Monday and Tuesday 21<sup>st</sup> & 22<sup>nd</sup> May 2012, the Conference Dinner on Tuesday 22<sup>nd</sup> May 2012, and Training Workshops on Wednesday morning 23<sup>rd</sup> May 2012. A coffee break will be provided for conference & training attendees on Wednesday morning 23<sup>rd</sup> May 2012. Note: the hotel daily room rate at the Swissôtel Grand Efes, Izmir is inclusive of a breakfast buffet.

**Spouse/Partner Fee:** The spouse/partner fee of U.S.\$125 includes entry to the Opening Reception on Sunday 20<sup>th</sup> May 2012, a Spouses Coffee/Tea Reception on Monday 21<sup>st</sup> May 2012, and the Conference Dinner on Tuesday 22<sup>nd</sup> May 2012. Also, a special sight-seeing event for spouses/partners is planned for either Monday or Tuesday 21<sup>st</sup> or 22<sup>nd</sup> May 2012. It is very important that all spouses or partners who wish to participate in these events must register online ahead of time. To register your spouse/partner online, please visit the upcoming conferences section of the GOCA website <https://www.regonline.com/globalindustrialcooperationconferencegicc2012>

**Payment:** Full payment by credit card, wire transfer, or check is required to complete your conference registration. *From 1<sup>st</sup> May 2012 to the registration deadline of 16<sup>th</sup> May 2012, only credit card payments will be accepted.*

**Registration and Payment Deadline:** The last day for conference registrations and payment is *Wednesday 16<sup>th</sup> May 2012 at 5:00 pm US Eastern Time*. Payment not received by this date will result in cancellation of registration. Payment in advance is required by credit card, wire transfer, or check. *From 1<sup>st</sup> May 2012 to the registration deadline of 16<sup>th</sup> May 2012, only credit card payments will be accepted.*

**Cancellations:** Attendees cancelling prior to or on *Wednesday 16<sup>th</sup> May 2012 up until 5:00 pm US Eastern Time* will receive a refund. Cancellations received after this date will not be refunded. Please note that there is a \$50 cancellation fee. *Qualifying cancellations with payment by check or wire transfer will be refunded after the Conference.*

## THE HOTEL

### Swissôtel Grand Efes, Izmir

We have negotiated special rates for a limited number of guest rooms at the Swissôtel Grand Efes, Izmir for the nights of 20<sup>th</sup> - 22<sup>nd</sup> May 2012. The guest room rates at the Swissôtel Grand Efes, Izmir for the nights of 20<sup>th</sup> - 22<sup>nd</sup> May 2012 are as follows:

	<u>Single</u>	<u>Double</u>
Standard Room	€118 + local VAT	€138 + local VAT
Swiss Executive Room	€118 + local VAT	€138 + local VAT
Swiss Executive Sea View Room	€118 + local VAT	€138 + local VAT
Business Suite Garden View	€300 + local VAT	€320 + local VAT
Business Suite Sea View	€350 + local VAT	€370 + local VAT

The above daily room rate is inclusive of an open breakfast buffet. Other room type options at the Swissôtel Grand Efes, Izmir may also be available.

The conference rate will be honored four days prior to (i.e. from Wednesday 16<sup>th</sup> May 2012) and after (i.e. to Sunday 27<sup>th</sup> May 2012) the conference for requests that the Hotel receives via the Hotel Reservation Form.

► **To make hotel reservations at the Swissôtel Grand Efes, Izmir, complete the Hotel Reservation Form ([GICC2012HotelReservationFormInteractive.pdf](#)) and return it by email [[oral.konag@swissotel.com](mailto:oral.konag@swissotel.com)] or fax [+90(0)232 414 5059] to Oral Konag at the Swissôtel Grand Efes, Izmir.**

► **Please note: It is very important that conference attendees fill out the *Hotel Reservation Form* and return it by email or fax to Oral Konag at the Swissôtel Grand Efes; otherwise, without doing so, conference attendees are not guaranteed the special GICC room rate.**

► **Hotel reservation information for the Swissôtel Grand Efes, Izmir is also available on the GOCA Website ([www.globaloffset.org](http://www.globaloffset.org)) under Upcoming Conferences.**

► **The cutoff date for hotel reservations at the Swissôtel Grand Efes, Izmir is Tuesday 1<sup>st</sup> May 2012.** Hotel reservations made after the cutoff date will be based upon availability at the Hotel and provided at the conference group rate.

All hotel reservations must be guaranteed with a credit card.

Individual room cancellations must be made at least 48 hours prior to check-in on the scheduled day of arrival. If a GICC attendee seeks to reduce his/her room reservation during the conference itself, the Hotel will charge the attendee for the initial intended duration of stay.

For more information on the Swissôtel Grand Efes, Izmir, please visit their Web site at <http://www.swissotel.com/EN/Destinations/Turkey/Swissotel+Grand+Efes/Hotel+Home/Hotel+Description>

Address for the Swissôtel Grand Efes, Izmir:  
Gaziosmanpasa Bulvari No: 1 35210  
Alsancak, Izmir  
Turkey  
Tel: +90 (232) 414 0000

## **VISAS**

All attendees are encouraged to check the visa requirements for their country prior to departure. Here is a link to the Turkish Ministry of Foreign Affairs stating the visa needs for each country.

<http://www.mfa.gov.tr/visa-information-for-foreigners.en.mfa>

## **FURTHER INFORMATION**

Nicole Redfearn, Events Manager ADS Email: <a href="mailto:Nicole.Redfearn@adsgroup.org.uk">Nicole.Redfearn@adsgroup.org.uk</a> Tel: +44 (0) 20 7091 7811 <a href="http://www.adsgroup.org.uk">www.adsgroup.org.uk</a>	<b>OR</b>	Katy Bubolz, Deputy Director GOCA Email: <a href="mailto:kbubolz@ibgc.com">kbubolz@ibgc.com</a> Tel: +1-202-887-9011 <a href="http://www.globaloffset.org">www.globaloffset.org</a>
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