



The
**International
Trade Association**
of Greater Chicago

THE INTERNATIONAL TRADE ASSOCIATION OF GREATER CHICAGO

In collaboration with the

**U.S. COMMERCIAL SERVICE CHICAGO
ILLINOIS DISTRICT EXPORT COUNCIL
ILLINOIS SBDC INTERNATIONAL TRADE CENTER AT NORBIC**

Invite you to a special program:

***STRATEGIES FOR PREVENTING SCAMS, FRAUD & DECEIT
IN YOUR INTERNATIONAL BUSINESS***

Wednesday, March 21, 2012

ROSEWOOD RESTAURANT

9421 West Higgins Road
Rosemont, IL

From vetting unsolicited sales inquiries to the theft of intellectual property and the illegal purchase of controlled technologies, international scams, fraud & deceit are increasing with new and more sophisticated schemes. This program brings together front-line practitioners who will outline practical strategies to protect your business.

Agenda

- 8:00 a.m. ***Registration & Continental Breakfast***
- 8:25 ***Welcoming Remarks***
Richard Paullin, Executive Director, International Trade Association of Greater Chicago
- 8:30 ***Initial Steps & Basic Strategies***
Louise M. Kern, Managing Director, GloBIS - Global Business Information Services, Inc.
- 9:30 ***Working with the U.S. Commercial Service***
Jeffrey R. Graber, Senior International Trade Specialist, U.S. Commercial Service Chicago
- 10:15 ***Working with the Office of Export Enforcement***
Ronald B. Orzel, Special Agent in Charge, Chicago Field Office, Office of Export Enforcement,
U.S. Department of Commerce
- 11:00 ***The FBI's Role in Shaping Your Strategy***
Scott F. Martin, Special Agent, Counter Intelligence Branch, FBI Chicago
- 12:00 p.m. Luncheon
Keynote Address: Jeffrey H. Cramer, Managing Director & Head of Chicago Office, Business Intelligence
& Investigations Practice, Kroll
- 1:45 Adjourn

STRATEGIES FOR PREVENTING SCAMS, FRAUD & DECEIT IN YOUR INTERNATIONAL BUSINESS

SPEAKERS

Initial Steps & Basic Strategies

Louise M. Kern, Managing Director, GloBIS - Global Business Information Services, Inc.

With 30 years of international experience, Louise M. Kern began working in the business information industry in 1996. Seeing the surging need for high quality business information in the increasingly global economy, Ms. Kern founded Global Business Information Services, Inc. (GloBIS) in 2003. GloBIS provides credit reports on any company, any size, anywhere in the world, databases of companies and individuals, market research, etc., and is the source of the U.S. Department of Commerce's International Company Profile reports on Chinese, Iraqi, and Ghanaian companies. Other clients include Fortune 100 companies, but the majority are SMEs.

Ms. Kern has lived in mainland China, Austria, Germany, and France. She speaks fluent Mandarin and German, and is conversant in French. She has a Bachelor's and Master's degree from the University of Chicago and a graduate diploma from the Johns Hopkins School of Advanced International Studies (SAIS), Nanjing University campus.

Working with the U.S. Commercial Service

Jeffrey R. Graber, Senior International Trade Specialist, U.S. Commercial Service Chicago

Jeff Graber joined the U.S. Department of Commerce's Commercial Service in Chicago in 2007 where he oversees industry sectors of food processing/packaging equipment, agricultural equipment and building/construction products. Prior to this, Jeff worked as International Sales Manager for Cummins-Allison Corp. where he managed Cummins' international distributor network spanning more than seventy countries. During his tenure at Cummins, Jeff was appointed to the Illinois District Export Council by the U.S. Secretary of Commerce and was awarded an Export Achievement Certificate for expansion into global markets. Jeff's former international experience includes both private and public sector experience as Marketing Manager for De La Rue and Videojet, and Export Promotion Manager for the International State Trade Divisions of Missouri, North Carolina and Illinois. Jeff is a graduate of Webster University in St. Louis with a Master's degree in International Business and a Bachelor's degree in International Relations.

Working with the Office of Export Enforcement

Ronald B. Orzel, Special Agent in Charge, Chicago Field Office, Office of Export Enforcement,
U.S. Department of Commerce

Ronald B. Orzel currently serves as the Special Agent-in-Charge of the Chicago Field Office. Mr. Orzel has been a Special Agent for the Office of Export Enforcement since 1986. Prior to his current position, he was involved in the development of the agency's case management computer system and served as the Information Systems Administrator. Mr. Orzel was also a founding member of the Office of Export Enforcement's seized computer evidence recovery unit. In addition to his duties as the Special Agent-in-Charge, Mr. Orzel has represented Export Enforcement on international projects. In this capacity he has traveled extensively through Eastern Europe and Central Asia as part of a U.S. interagency group which assisted newly formed governments in the development of their own export control regime. He has also represented Export Enforcement at international export control organizations such as the Wassenaar Arrangement Law Enforcement Working Group in Vienna. Throughout his career Mr. Orzel has also been involved in Export Enforcement's Sentinel Program, which conducts pre-license and post shipment verifications on U.S. exports. He has lead Sentinel Teams in missions to countries in Europe, Africa and Asia. Prior to Export Enforcement, Mr. Orzel was a Special Agent for the Department of Defense and worked for the Department of Health and Human Services.

The FBI's Role in Shaping Your Strategy

Scott F. Martin, Special Agent, Counter Intelligence Branch, FBI Chicago

Scott Martin has been employed as a Special Agent with the FBI since 2004. His first office assignment was to the Birmingham Division, Huntsville Resident Agency, where he was detailed to the Counterintelligence Program. In 2008, Mr. Martin transferred to the Chicago Field Office and has continued work-sensitive national security investigations under the Counterintelligence Division. While in Chicago, he has had significant opportunity to work side by side with the U.S. Department of Commerce, Office of Export Enforcement, on issues involving illegal exports and proliferation.

Keynote Address

Jeffrey H. Cramer, Managing Director & Head of Chicago Office, Business Intelligence
& Investigations Practice, Kroll

Jeffrey Cramer is a Managing Director and head of the Chicago office of Kroll's Business Intelligence and Investigations Practice. Jeff joined Kroll in October 2009 following a distinguished career as an Assistant United States Attorney in the Northern District of Illinois, Eastern Division (2000 - 2009). While at the U.S. Attorney's office, he served as Senior Litigation Counsel where he was responsible for trial strategy and jury arguments in all criminal trials. Jeff has investigated a broad range of cases, including corporate fraud, organized crime, money laundering, RICO, foreign terrorist organizations, public corruption, securities fraud, and regulatory and export violations. A 13-year veteran of the criminal justice system, Jeff began his career as a prosecutor in New York City from 1993 – 1997. In this capacity, he prosecuted federal and state trials, leading complex investigations into violent and white collar crimes including homicides, public corruption, fraud and money laundering. After his tenure in New York, Jeff worked for three years at a major international law firm where he gained experience in litigation and real estate.

Jeff is an Adjunct Professor at DePaul University School of Law and a frequent lecturer at international and domestic law enforcement and academic gatherings as well as several law schools. Over the course of his career, he has earned commendations from the Director of the FBI, the Inspector General for the Department of Health and Human Services (HHS), and the United States Secret Service. He has led cases that were awarded the Federal Law Enforcement Investigation of the Year and National Health Care Anti-Fraud Association Investigation of the Year. Jeff has received numerous awards from the Department of Justice including the Director's Award for Superior Performance. Jeff also received the HHS Inspector General Integrity Award and the HHS Award for Excellence.

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