



Global Watch®

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WTO's Global Partnership for Development Conference

In his opening remarks at the Global Partnership for Development Conference in New Delhi on 12 August 2008, Director-General Pascal Lamy said that "the issues already agreed by the group of Ministers with whom I was holding the most intensive consultations — and whose countries represent more than 80% of world trade — would be sufficient for the drafting of schedules of commitments in Agriculture..."

He added, "We have never been so close to an agreement... We must wrap up a few remaining issues, and build consensus amongst all Members, before we can start the scheduling process, which would lead to the conclusion of the [Doha] Round. I remain convinced that the WTO's mandate regarding the gradual removal of obstacles to trade, framed with multilateral trading rules, constitutes an essential contribution to development and to the improvement of collective well-being. ..The basic underlying philosophy shared by all WTO members," he added, "is that gradual market opening is good... At the same time, we know that market opening is not, in itself, sufficient to create and ensure development. I cannot overstate this point: opening up of trade will only deliver real benefits if it is accompanied by other policies, which allow for flexibility and job security: education policy, employment policy, research or innovation policy to name a few."

To see the whole speech, go to http://www.wto.org/english/news_e/sppl_e/sppl97_e.htm

Do online colleges make the grade?

By Marilyn Bowden • Bankrate.com

According to the College Board, the average sticker price for tuition and fees for in-state students at public four-year schools in the 2007-2008 academic year was \$6,185; for private four-year colleges and universities, average cost was \$23,712. Tuition and fees at for-profit institutions fell between the two extremes: \$12,089.

"Tuition costs tend to be more expensive at for-profits than at public, nonprofit institutions," says Edu Ventures' Gallagher, "but less expensive than at private nonprofit schools. But there is value in that students may be paying a premium for an accelerated program. They might be able to complete a degree within half the time it would take at a traditional university."

Source: www.bankrate.com/brm/news/college/20080903-online-schools-a1.asp

Editor's Note: Full-time tuition for students at Dunlap-Stone University is approximately \$7,080 per year.

U.S. Global Entry Pilot Program to Expand

Los Angeles – The U.S. Department of Homeland Security announced the expansion of the Global Entry pilot program to four additional airports: Los Angeles International, Hartsfield-Jackson Atlanta International, Chicago O'Hare International, and Miami International.

The new Global Entry sites are expected to be operational in the fall of 2008, and will be equipped with kiosks for expedited processing. As part of the program's expansion, U.S. Customs and

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Europe's Universities May Not Be World-Class

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U.S. Dominates Europe in Higher Education Race

LONDON (AFP) — The United States dominates Europe in spending on higher education, according to data published by the Organisation for Economic Cooperation and Development (OECD).

The report warned that several European countries risked endangering "the quality of the programmes offered" because they were neither increasing spending on higher education nor allowing universities to charge for their courses. On average, universities in the United States spent

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Notes from the President

Much More to Do in 2009

by *Dr. Donald N. Burton*



As we rapidly approach the end of the year, all of us here at Dunlap-Stone University (DSU) are completing our plans for next year. But before I go there, let me touch on what is happening over the next few remaining months of this year. It will be busy.

The IIEI is expanding the number of conferences we will be attending. In October alone, both Brad Chatfield and Caulyne Barron will be manning our booth at the BIS Update in Washington DC, and Tyra Andrews, our Registrar will be in Palm Springs for the National DEC Conference on October 16th and 17th to answer questions about our new degree programs and certifications. I am very pleased that IIEI is the Gold Sponsor of the 77th Annual Conference of the Canadian Association of Importers and Exporters and that I will be given the privilege of speaking at this globally important event. (See link at bottom of our main web page.) The conference starts October 26th.

With the assistance of our partner in Jordan, recently the Jordanian government approved accreditation of online education and licensed

Dunlap-Stone University as the first online accredited university in Jordan. This opens the door for all schools in Jordan to develop online programs. This particularly is beneficial to the IIEI and our online/on-ground university campus that was mentioned in earlier GlobalWatch® articles. The formal signing ceremony for our school campus in Jordan and its ground breaking will happen during October as well.

Starting in January 2009, two new schools within DSU will open. (See article page 12). The next issue of GlobalWatch® will give more details about the program and course offerings. Also, there is a flood of new courses soon to be announced. Keep watching our web site for course titles and start dates.

After nearly four and a half years, John Priecko is stepping down as President of the Certifica-

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Six Steps to Revitalise Europe's Higher Education

By Richard Lambert



Published in the Financial Times

Europe's universities, taken as a group, are failing to provide the intellectual and creative energy that is required to improve the Continent's poor economic performance. Too few of them are world-class centres of research and teaching excellence. Many are desperately short of resources.

The picture is not uniformly bleak. Taxpayers in the Nordic countries already make generous provision for higher education. Countries such as the Netherlands, Austria and Denmark have in recent years greatly improved the way their universities are run. The UK has some of the best research universities in the world, thanks in good measure to the relative autonomy of its institutions and to the way that research funding is allocated on the basis of peer-reviewed excellence, as opposed to the whims of central government.

But European institutions are not well placed to compete in what has become a global competition for talent. In countries such as Italy, France and Germany, there is a kind of drab uniformity across a sector that is struggling to cope with too many students, and delivering uninspiring teaching in dilapidated buildings. Across Europe as a whole, higher education is crying out for reform in six important areas.

The first is governance. The best universities in the world all have the autonomy needed to manage their own affairs in an efficient fashion. Universities that are an emanation of the state, as is in effect the case in France and Italy, have very little control over their resources and are unable to set relevant academic priorities.

Second, higher education needs to be properly funded. The European Union countries currently invest about 1.2 per cent of their gross domestic product in this area. A figure nearer to 2 per cent would be required to make the EU an effective competitor with the best in the world.

The important difference between Europe and just about every other developed economy is that private finance plays a very modest role in its university funding. Thus public funding for higher education represents about 1 per cent of GDP for the 25 EU countries; roughly the same proportion as in the US. But private funding in the US amounts to a further 1.4 per cent of GDP and the average in countries of the Organisation for Economic Co-operation and Development is 0.8 per cent, compared with only 0.1 per cent for Europe.

Given their fiscal constraints, all the big countries in Europe will sooner or later have to introduce tuition fees. The UK has started the process and Germany is moving in the same direction. The political challenge in France will be enormous.

Third, European countries are going to have to become much more selective in the way they allocate resources. There are nearly 2,000 universities in the EU, most of which aspire to conduct research and offer postgraduate degrees. By contrast, fewer than 250 US universities award postgraduate degrees and fewer than 100 are recognised as research intensive. No wonder the US dominates the league tables of the world's best research universities, given this concentration of resources.

Selectivity is also important when it comes to accepting students. World-class universities have to be free to pick their own talent rather than to

take what comes - as happens now in large parts of Europe.

Fourth, Europe needs to develop a much more diverse system of higher education. Rather than attempting to make them all equal, the aim should be to create a rich mix of institutions - some offering world-class teaching and research, others concentrating on regional or local needs. Germany recognises this challenge with its plans to fund a small group of elite institutions.

Fifth on the list comes curriculum reform. This is already under way in more than 40 countries across the Continent, through what is known as the Bologna process. The idea is to establish easily recognisable and comparable degrees based around a two-cycle system of studies, starting with a bachelor degree and moving on to a masters. It is essential that universities manage this change efficiently - and that employers recognise the value of bachelor degrees, rather than insisting that recruits should spend five or six years in higher education.

Finally, Europe needs to avoid the temptation of top-down initiatives, which invariably turn out to be expensive distractions. The European Institute of Technology proposed by José Manuel Barroso, European Commission president, is a classic of this type. Much better to devote any extra funding to the new European Research Council, which will allocate its money solely on the basis of peer-reviewed excellence.

This is a long shopping list. But all the countries in Europe are at last beginning to recognise the need for change. What they need now is a sense of urgency.

About the Author

*Richard Lambert is the author, with Nick Butler, of *The Future of European Universities: Renaissance or Decay?* (Centre for European Reform). Mr Lambert is Director-General of the CBI employers' organisation. Visit them at: cpi.org.uk.*



BIS Update

Bureau of Industry and Security

Taiwan Firm Settles Charges of Illegal Exports to the PRC

The U.S. Department of Commerce's Bureau of Industry and Security (BIS) announced that Johnson Trading & Engineering Company, Ltd. of Taiwan has agreed to a \$90,000 civil penalty to settle charges that it knowingly caused the unlicensed export of computer chips to the People's Republic of China (PRC) in violation of the Export Administration Regulations (EAR). BIS also charged that Johnson Trading took action to evade the EAR.

BIS charged that, between February 2003 and December 2003, Johnson Trading took action to evade

Taiwan - Continued on page 10

"An effective compliance program will prevent companies from releasing controlled technology to foreign visitors or employees without first having obtained authorization from the Bureau of Industry and Security," said Darryl W. Jackson, Assistant Secretary of Commerce for Export Enforcement.

Danish Company Settles Charges for Illegal Exports and Reexports

BIS announced that Reson A/S (RAS) of Slangerup, Denmark, has agreed to pay a \$119,250 civil penalty to settle allegations that it committed 29 violations of the Export Administration Regulations (EAR). In addition, separate civil penalties were settled with RAS's subsidiaries including Reson, Incorporated of Goleta, California (\$83,000), Reson Offshore Limited of Aberdeen, United Kingdom (\$9,900), and a former subsidiary of RAS, Underwater Surveys of Cape Town, South Africa (\$29,700) for their respective roles in the violations. Reson Incorporated also settled allegations concerning two deemed export violations, involving foreign nationals from France and the United Kingdom.

The allegations primarily involved unlicensed exports and reexports of underwater navigation equipment to destinations in South Africa, Singapore, the United Arab Emirates, Mozambique, Taiwan, Russia, and India between June 2002 and September 2006. These items are controlled for national security reasons. RAS voluntarily self-disclosed the violations and cooperated fully in the investigation.

Illinois Based Firm Settles Charges of Deemed Export Violations

Ingersoll Machine Tools (IMT) of Rockford, Illinois has agreed to pay a \$126,000 civil penalty to settle allegations that it committed eight unlicensed deemed exports

to Italian and Indian foreign nationals in violation of the Export Administration Regulations.

The allegations involved deemed exports of production and development technology for vertical fiber placement machines and production technology for five axis milling machines to Indian and Italian nationals between November 2003 and January 2007. The technology was controlled for National Security and Missile Technology reasons to Italy and India. In addition, the technology was also controlled to India for Nuclear Non-Proliferation reasons.

Committed eight unlicensed deemed exports...

U.S. Department of Commerce | Bureau of Industry and Security

UPDATE 2008

CONFERENCE ON EXPORT CONTROLS & POLICY

Shaping the Future of Export Controls

September 29 - October 1, 2008
Register at www.bis.gov

DDTC Update

Directorate of Defense Trade Controls

Frequently Asked Questions (FAQs) Guidelines for Preparing Agreements

Section 3: General Guidance for Agreements (Posted 08/14/08)

Dual/Third Country Nationals Pursuant to §124.16

Q: Are additional transfer/re-transfer authorizations required from the Department of State for defense articles, to include technical data, exported to the Ministry of Defense (MOD) of a country if the MOD end-user(s) are deployed on operations and/or training outside that specific country?

A: No, additional transfer/retransfer authorization is not required.

Q: With regard to individuals who are third country/dual national employees of the foreign signatory or its approved sub-licensees, §124.16 states that “The retransfer must take place completely within the physical territories of these countries or the United States.” Does this mean retransfer to third country/dual national employees (approved by DDTC pursuant to §124.16) is no longer authorized within the Ministry of Defense when the MOD end-user(s) are deployed on operations and/or training outside §124.16 specific countries?

A: Re-transfers to third country/dual national employees previously approved by DDTC are authorized to continue when Ministry of Defense (MOD) forces/elements are deployed on operations and/or training outside a previously approved country. However, re-transfer to third country/dual national employees of the country in which the forces/elements are deployed is not authorized without prior approval by the Department of State.

Q: Please explain what is meant in §124.16 by all transfers and/or retransfers must take place completely within the physical territories of these countries?

A: The foreign licensee or sublicensee must be physically located within the countries identified under §124.16 and the dual/third country national must be a national exclusively from a country under §124.16 for the transfer to take place. If the answer to one of these is no, §124.16 does not apply.

Q: Does approval of dual/third country nationals per §124.16 serve as an expansion of territory per §124.7 (4), thereby authorizing the export (transfer/re-transfer) of defense articles to any §124.16 country?

A: No. The approval of dual/third country nationals serves only as an export authorization to those specific employees of the foreign licensees/sublicensees. Any retransfer to a party not previously authorized by the agreement must be requested and approved in a separate amendment. Although adjudicated by DDTC as an export, this is conducted solely to assess the risk to foreign policy and national security due to the increased risk of diversion of defense articles to the specified countries.

Q: Can §124.16 be used to authorize dual/third country nationals of §124.16 countries employed by the applicant or other US Signatories to the Agreement?

A: No. All foreign nationals employed by a US Person must be authorized on a DSP-5 for foreign national employment or as a signatory to an agreement.

Q: When an agreement involves the transfer of classified defense articles, can §124.16 still be used to authorize dual/third country nationals access to only unclassified defense articles associated with the agreement?

A: Yes, but the proposed amendment must specifically address that only unclassified defense articles apply. Fail-

ure to specify that the dual/third country nationals will only have access to unclassified defense articles will result in NO APPROVAL for dual/third country nationals.

Q: Section 17.3 of the Guidelines for Preparing Agreements provides guidance on how many copies of a proposed amendment should be submitted. Does a request to add dual/third country nationals per §124.16 require an original + seven copies of the proposal, or an original + one copy of the proposal?

A: All proposed amendments to add dual/third country nationals, regardless if the request is limited to §124.16, requires an original + seven copies of the amendment proposal.

Q: Per §124.12 (a)(10) “This agreement (does/does not) request retransfer of defense articles and defense services pursuant to §124.16.” Should this statement include a reference to technical data?

A: Per §120.6, defense article means any item or technical data designated in §121.1 of this subchapter.

Q: When requesting dual/third country nationals pursuant to §124.16, do we need to list all of the countries of the dual/third country nationals under §124.7 (4) or can we just say NATO/EU?

A: There is no need to list each country. In this case, the collective countries of NATO and the EU have been identified under §124.16.

Q: When is the last day I can submit a minor amendment pursuant to §124.1(d) to waive NDA requirements for dual/third country nationals that meet §124.16 requirements and were previously approved on an agreement by DDTC?

A: Minor amendments pursuant to 124.1(d) to waive NDA requirements for previously approved dual/third country nationals that meet §124.16 requirements must be received at DDTC prior to October 1, 2008.

www.pmdtdc.state.gov/docs/FAQs_Section3_ag.doc

In Compliance....

CBP's 10+2 Readiness... Beware! It's strategic, not tactical!

By Matt Gersper, President,
Global Data Mining, LLC

As president of Global Data Mining, I have the opportunity to speak daily with a broad range of clients from many diverse industries, all involved in international trade.

On January 2, 2008, US Customs & Border Protection (CBP) published in the Federal Register a notice of proposed rulemaking for Importer Security Filing and Additional Carrier Requirements, commonly known as "10+2". Since then, I've watched companies react to 10+2 in three distinct ways.

A very small minority of our clients have responded by funding a cross-functional team to study the issue and develop an enterprise-wide strategic solution to meet the new requirements and optimize global trade business processes while they are at it. These best-in-class companies are way ahead of the 10+2 curve.

I have noticed the remaining companies seem to fall into one of two groups. There are companies heading full speed for a cliff and completely unaware of it... and there are companies heading full speed for the same cliff, but at least they are aware of it.

The "aware" group has a chance to use this dramatic change in customs regulations as a catalyst for process improvement and to remain competitive with the best-in-class group. I fear any companies that remain unaware will suffer mightily when 10+2 goes into effect.

The reason even "aware" companies are heading towards disaster is while their leadership may be alert to the newly proposed customs regulations; they mistakenly believe it can be managed tactically by their trade compliance department when in actuality it will require an enterprise-wide strategic solution.

It is important for senior management of US importers to understand the significant impact 10+2 can bring to their companies and develop an enterprise-wide strategy to prepare for it!

Let me explain.

CBP is proposing to require your company to transmit an Importer Security Filing twenty-four hours prior to loading a U.S. bound vessel. The filing must contain 10 data elements including 3 new data elements not currently required for US bound imports. The existing 7 data elements will need to be reported a lot sooner in your supply chain than is required today. This is not a small change. It will require a considerable re-engineering of corporate processes and systems.

These are the data elements that will be required, their typical source and responsible parties: (See chart top of next page)

Creating an effective solution to the proposed 10+2 regulations is beyond the scope of the trade compliance department. It will require an enterprise-wide, strategic solution. Here are three examples to clarify my point.

Example One: The typical vendor master file in a corporate ERP system defines "Manufacturer" or "Supplier" as the party to which the company makes invoice payments. If a supplier has ten different factories that may fulfill an order, the proposed 10+2 regulations will require the name and address of the actual factory that fulfilled the order. This granularity of data, and the functionality to differentiate at the specific factory level, does not exist in many ERP systems today.

Example Two: One importer I recently spoke with is changing the way his company selects freight forwarders in foreign countries in order to manage the requirements of the *Container stuffing location* and the *Consolidator (stuffer) name and address*. They feel the 10+2 regulations requires a much closer relationship with fewer forwarders to assure all data elements, especially the two mentioned herein, will be accurate and complete in time to transmit the Importer Security Filing.

Example Three: Today, the assignment of the fully qualified Harmonized Tariff number (US-HTS) is frequently made after the generation of the commercial invoice and before the shipment enters a US port. The assignment of the US-HTS is

Data Element	Source	Responsible Party
Manufacturer name and address	Procurement/Sourcing	Importer
Seller name and address New	Procurement/Sourcing	Importer
Buyer name and address	Procurement/Sourcing	Importer
Ship to name and address	Procurement/Sourcing	Importer
Container stuffing location New	Supplier/Forwarder	Supplier/Forwarder
Consolidator (stuffer) name and address New	Supplier/Forwarder	Supplier/Forwarder
Importer of record number	Trade Compliance/Import	Importer
Consignee number(s)	Trade Compliance/Import	Importer
Country of origin	Trade Compliance/Import	Importer
Commodity HTSUS number	Trade Compliance/Import	Importer / Broker

often made manually by a broker. In order to achieve the requirements of 10+2, importers will need to create and maintain a Parts Master File complete with fully qualified US-HTS numbers assigned to every item. This data will need to be integrated into the software that will be used to electronically transmit the Importer Security Filing twenty-four hours prior to loading the U.S. bound vessel.

10+2 can be a hidden opportunity

Each of these examples requires re-thinking and re-engineering current business processes. The scope of these projects extends beyond the responsibility and authority of the trade compliance department as cross-functional participation is required of the procurement, logistics and information technology departments at a minimum. Some projects will also involve third parties. Executive leadership should take notice. Lack of understanding and funding today may lead to dire consequences tomorrow.

The proposed 10+2 regulations state, “If the principal fails to comply with the proposed Importer Security Filing requirements, the principal and surety (jointly and severally) would pay

liquidated damages equal to the value of the merchandise involved in the default”. If you have a \$250,000 shipment that is in violation of the new regulations, you could be fined \$250,000. Furthermore, the prospect of “scrambling” for data at the last minute will slow your supply chain, squander already limited resources, and erode profits from your bottom line.

However, 10+2 can be a hidden opportunity for strategic thinking companies. Optimizing currently inefficient business processes to meet the 10+2 requirements in the most direct, effective manner possible can improve supply chain performance, and potentially deliver a positive return on investment.

More effective management and visibility of additional trade data can:

1. Improve supply chain planning
2. Improve supply chain speed
3. Reduce inventory requirements
4. Improve visibility and controls of international transactions
5. Create competitive advantage

One supply chain study^[1] has estimated the cost of each additional day

‘in transit’ is equal to ½ of one percent of the value of goods. Improving supply chain speed by just one day would be worth \$500,000 per year for a company importing \$100 million annually.

I strongly advise executives of companies importing into the US to study the impact the newly released Importer Security Filing Proposal may bring to their companies. Best-in-class companies are funding cross-functional teams to develop a strategic enterprise-wide solution, using 10+2 as a catalyst to optimize currently inefficient processes, and creating competitive advantage in the process. Once you know the terrain, and have a good map of the road, you too can be traveling safely and efficiently down the new 10+2 highway.

(Footnotes)

[1] Time as a trade barrier, David Hummels, Purdue University, July 2001

About the Author

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Country Profile
Canada

Canada is a parliamentary democracy and a constitutional monarchy with Queen Elizabeth II as its head of state. It is a federation comprised of ten provinces and three territories, and is bilingual and multicultural country, with both English and French as official languages at the federal level.

A land of vast distances and rich natural resources, Canada became a self-governing dominion in 1867 while retaining ties to the British crown. Economically and technologically the nation has developed in parallel with the US, its neighbor across an unfortified border. Canada is a country occupying most of northern North America, extending from the Atlantic Ocean in the east to the Pacific Ocean in the west and northward into the Arctic Ocean. It is the world's second largest country by total area, and shares land borders with the United States to the south and northwest. Its climate varies from temperate in south to sub-arctic and arctic in north.

As an affluent, high-tech industrial society in the trillion-dollar class, Canada resembles the US in its market-oriented economic system, pattern of production, and affluent living standards. Canada maintains a diversified economy that is heavily reliant upon its abundant natural resources and upon trade—particularly with the United States.

The 1989 US-Canada Free Trade Agreement (FTA) and the 1994 North American Free Trade Agreement (NAFTA) (which includes Mexico) touched off a dramatic increase in trade and economic integration with the US. Given its great natural resources, skilled labor force, and modern capital plant, Canada enjoys solid economic prospects. Top-notch fiscal management has produced consecutive balanced budgets since 1997, although public debate continues over the equitable distribution of federal funds to the

Canada at a Glance

- GDP:** \$1.266 trillion (2007 est.)
- GDP - real growth rate:** 2.7% (2007 est.)
- GDP - per capita (PPP):** \$38,400 (2007 est.)
- Inflation Rate:** 2.1% (2007 est.)
- Labor Force:** 17.95 million (2007 est.)
- Unemployment Rate:** 6% (2007 est.)
- Population:** 33,212,696 (July 2008 est.)
- Exports:** \$433.1 billion f.o.b. (2007 est.)
- Exports - Commodities:** motor vehicles and parts, industrial machinery, aircraft, telecommunications equipment; chemicals, plastics, fertilizers; wood pulp, timber, crude petroleum, natural gas, electricity, aluminum
- Export - Markets:** US 79%, UK 2.8%, China 2.1% (2006)
- Imports:** \$386.9 billion f.o.b. (2007 est.)
- Import - Commodities:** machinery and equipment, motor vehicles and parts, crude oil, chemicals, electricity, durable consumer goods
- Import - Markets:** US 55.1%, China 9.4%, Mexico 4.2% (2006)
- Foreign Exchange Rate:** Canadian dollars per US dollar - 1.0724 (2007)
- Internet Users:** 22 million (2005)
- Internet Hosts:** 4.196 million (2007)

Source: CIA World Fact Book



Canadian provinces. Exports account for roughly a third of GDP. Canada enjoys a substantial trade surplus with its principal trading partner, the US, which absorbs 80% of Canadian exports each year. Canada is the US's largest foreign supplier of energy, including oil, gas, uranium, and electric power. During 2007, Canada enjoyed good economic growth, moderate inflation, and the lowest unemployment rate in more than three decades.

Pilot - Continued from page 1

Border Protection (CBP) will install Global Entry kiosks at additional international terminals at John F. Kennedy International Airport.

“This is an important expansion of our ability to expedite legitimate travel for low risk, international air travelers,” said CBP Commissioner W. Ralph Basham.

The Global Entry pilot program began June 10 at John F. Kennedy International, George Bush Intercontinental and Washington Dulles International airports. Approximately 1,100 members have already enrolled and roughly 370 Global Entry members have used kiosks at the three existing pilot locations.

Global Entry-approved participants bypass the regular passport control line and proceed directly to the Global Entry kiosk. At the kiosk, Global Entry travelers will activate the system by inserting their passports or U.S. permanent resident cards into a document reader. The kiosk will direct travelers to provide digital fingerprints and will compare that biometric data with the fingerprints on file.

Global Entry travelers will be photographed and prompted to answer declaration questions on the kiosk’s touch-screen. A transaction receipt will be issued upon completion which must be presented to CBP officers prior to leaving the inspection area.

For more information on CBP trusted traveler programs, or for an application to enroll in the Global Entry pilot program, please visit the Travel section of the CBP website.

Source: www.cbg.gov



Certification Board of Governors Update

By Rick Oxford, CBG, Chairman of the Board

People are on the move and changes are taking place within the Certification Board of Governors (CBG). After nearly four and a half years of service to the CBG, John Priecko has stepped down from his role as president of the CBG’s volunteers. During his tenure, John’s tireless efforts contributed greatly to the establishment of the global standards of trade compliance now accepted worldwide. With his excellent leadership and guidance, the volunteers of the CBG established meaningful standards for IIEI Certification’s international trade certifications. Perhaps most significantly, the standards were amended to include the directive that Certified U.S. Export Compliance Officer® candidates demonstrate mastery of real-life, case-study oriented curriculum and all certifications include an ethics component within their standards.

He saw a need for special emphasis to be given to U.S. Empowered Official “Best Practices” and has helped many organizations understand this important role in industry. During his tenure, John fearlessly supported the establishment of compliance standards based on “Best Practices” that serve as the cornerstone of the IIEI Certification program. Industry owes John a huge thank you for his contribution.

The tasks originally before the CBG’s Ethics and Professional Standards Committee (EPSC) have grown too broad for one group to manage, and accordingly the committee structure has been changed. The EPSC’s name has been changed to Professional Compliance Standards Committee and its scope now reflects a narrower focus on trade compliance issues. EPSC committee members

who currently focus on compliance in their day jobs will see no change in their current capacity within the CBG.

To adjust to the change in the EPSC, a new committee has been added to the CBG to better meet the needs of industry. The International Trade Standards Committee will devote its focus to general trade standards and best practices related to the global supply chain that facilitate trade between nations. Each committee will work in conjunction with the Advisory Council Committee to continue the CBG’s long standing effort to ensure that trade terms, best practices and solid understanding of roles and responsibilities are consistently practiced worldwide.

As you can imagine, with changes such as those outlined above, as well as new features and efforts driven by its volunteers, the CBG’s website is currently being re-designed. In the coming weeks, you’ll see a new look for the CBG’s www.industrycertification.org. In the interim, we apologize for the ‘under construction’ page.

Several volunteers terms have expired and new opportunities exist for those who would like to have a voice in setting truly global standards. If you would like to serve on one of the CBG’s volunteer committees, you may request a Volunteer Handbook by writing to info@industrycertification.org or by visiting the website once the re-design is complete. Topical areas addressed by the CBG’s standards committees include: general international trade, import, customs, freight forwarding, logistics, general export,

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Education - Continued from page 1

24,370 dollars (17,200 euros) per student per year in 2005, compared with 10,474 dollars across the 19 European Union countries that are also OECD members.

Only Switzerland comes close to American spending levels, with the country's public universities dedicating 21,734 dollars to each student per year.

Faced with such a rapid expansion in higher education, governments have typically reacted in three ways — Nordic countries have ramped up public expenditure, whereas other countries such as the United States and Japan have increased the up-front costs to students while offering loans and scholarships to the less well-off.

Several European countries have opted for a third policy choice by not increasing public spending on universities while also prohibiting institutions from charging fees.

Source: AFP.COM Copyright © 2008 AFP.

Taiwan - Continued from page 4

the EAR and knowingly caused the unlicensed exports of computer chips from the United States, via Taiwan and Hong Kong, to the PRC. On seven occasions, Johnson Trading ordered the computer chips from a U.S. exporter and falsely represented to that exporter that the country of ultimate destination was Taiwan. Following the shipment of the computer chips to Taiwan, Johnson Trading arranged and facilitated for the items' subsequent shipment to the PRC via Hong Kong. The computer chips in question were subject to the EAR and controlled for national security and anti-terrorism reasons.

Johnson Trading also agreed to a suspended five-year denial of export privileges and to an audit of the company's export compliance program. If the company complies with other terms of the agreement, \$30,000 of the \$90,000 penalty will be suspended.

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export compliance, international marketing, finance, project management, business management, documentation, regional and cultural topics, business law, business ethics, and global supply chain issues.

The CBG sincerely thanks John Priecko and all CBG volunteers, past and present, and especially the retiring volunteers for their contributions

**International
Trade
Standards
Committee is
being formed**

President - Continued from page 2

tion Board of Governors, the not-for-profit sister organization of the IIEI that sets and maintains the standards used by the IIEI Certification in its certification programs. His support and effort to ensure that the industry's best practices are part of the certification program have benefited everyone in industry. I sincerely thank him for this and his loyal support and personal friendship.

In case you've missed it, the number of classes starting each month has more than tripled over the past year. And our scope of coverage is increasing. We now have courses covering UK export controls (IIEI-325), Canada export controls (IIEI-324) and the People's Republic of China export controls (IIEI-350)—with several other countries' control regimens presently in course development. Early indication from reviewers shows that industry likes the new courses. So much so that the China course is starting again soon (See classes starting soon on our web site.) Thank you for your strong support! Be well.

Import / Export Helpful Links

Importing and exporting goods is a great way to expand your business and take part in the global economy. In fact, companies that do business internationally grow faster and fail less often than companies that don't. If you are ready to get started in international trade, there are a number of U.S. government programs to help you get started. Also, there are strict regulations on importing and exporting goods, so it is critical that you understand which of these regulations apply to you.

The following links provide information on what you need to know about importing and exporting.

· [Getting Started in Exporting](#)

An introduction to importing and exporting, which includes FAQs, getting in-person assistance, and business opportunities. www.business.gov/guides/import-export/exporting.html

· [How to Obtain Export Financing](#)

How to obtain U.S. government financing to expand or develop export mar-

kets. www.business.gov/guides/import-export/export_financing.html

· [Importing Goods](#)

Information for businesses interested in importing goods into the U.S

www.business.gov/guides/import-export/importing.html

· [Trade Agreements](#)

Learn about trade agreements and how to report barriers to fair trade.

www.business.gov/guides/import-export/agreements.html

· [Business Travel](#)

Learn about conducting business abroad, and find resources and paperwork for you and your business partners overseas. www.business.gov/guides/import-export/business_travel.html

· [Importing/Exporting Specific Products](#)

Information on the import and export of specific products regulated by federal agencies. www.business.gov/guides/import-export/specific_products.html.

NEW Study from NFTC

The National Foreign Trade Council released a new study, *Connecting the Dots: The Global Economy and Supply Chain Management*, which explores emerging trends in global commerce.

Premised on the idea that the international community has shifted from a trading system primarily based on exporting and importing goods to a more integrated system of corporate supply chains spanning the globe, the study analyzes the trade and investment environments of 117 countries based on data from the Organization for Economic Cooperation and Development and the World Bank, among others.

”For corporations, globalization has come to mean breaking the supply chain into pieces and carefully assessing the profitability, viability and sustainability of each part in the process of making a decision on where to locate them,” the study says.

”Advances in technology and decreases in the time and cost of transportation and communication have accelerated the process,” said National Foreign Trade Council President Bill Reinsch. The report is structured as a country-by-country analysis of supply chain performance, with each country evaluated in comparison to



Bill Reinsch

benchmark nations and “exemplars.” The study evaluated countries based on a number of criteria, including national policies for openness in trade and markets, best practices for international trade, infrastructure for a global economy, financial services for cross-border commerce, human capital, and effective legal and enforcement systems.

The top 10 countries were Singapore, Luxembourg, the United Kingdom, the Netherlands, Sweden, Switzerland, Canada, the United States, New Zealand and Norway. The lowest scoring nations, most of which were African, were Angola, Burkina Faso, Zambia, Rwanda, Burundi, Guinea, Mali, Venezuela, Algeria and Benin. ”As an organization dedicated to an open, rules-based international trading system, and comprised of more than 300 member companies — many with multinational operations — it is critical to examine how countries are performing in this new environment,” Reinsch said. “We believe this study, which we will update periodically, will be a useful tool for our members as they consider future investment locations.”

To view the study, go to: www.nftc.org/default/trade/Final%20Country%20Index.pdf.

Source: http://americanshipper.com/SNW_story.asp?news=100792

Locate a U.S. Port Of Entry Air, Land, or Sea



Ports of entry are responsible for daily port specific operations. There are 327 official ports of entry in the United States and 15 Preclearance offices in Canada and the Caribbean. Port personnel are the face at the border for most cargo and visitors entering the United States. The U.S. Customs and Border Protection enforces the import and export laws and regulations of the U.S. federal government and conducts immigration policy and programs. Ports also perform agriculture inspections to protect the country from potential carriers of animal and plant pests or diseases that could cause serious damage to America’s crops, livestock, pets, and the environment. To learn more about U.S. ports of entry visit:

www.cbp.gov/xp/cgov/toolbox/contacts/ports/

99%

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**Student Records
Get a Fresh New Look**

**New Schools to
Debut Soon**

Dunlap-Stone University will open two new online schools within the University in 2009. The College of Arts and Letters will begin enrolling students in its Associates degree in General Studies.

DSU's Graduate School will begin enrolling students into its Master of Business Administration program ahead of schedule in 2009, followed by a Masters of Science in Trade Compliance (MsTC) in 2010.

More information will be presented in the next issue of GlobalWatch®.

**Tuition Increase
January 2009**

Effective January 1, 2009 all 3 credit hour undergraduate courses will be \$885.00. This means that general degree courses will increase from \$845 to \$885 tuition, which is an increase of \$13.33 per credit hour. As a result of this change, the effective tuition rate per undergraduate credit hour will be \$295. Course tuition prepaid before January 1st for classes starting after that date will be at the current reduced rate. For question regarding this increase, please contact your counselor or advisor.

As many students will notice, our official grade cards, transcripts, and other student records have changed! These records now reflect Dunlap-Stone University's name and logo in place of the International Import-Export Institute's information. This change was put into effect to accurately reflect the relationship between the overarching university framework and the IIEI. Records will be slowly transitioning to this new look, but this is a formatting change only. The name changes do not negatively impact your transferred credit or prior learning you've completed at IIEI.

If you have questions or concerns about your records, please contact IIEI today at 800-474-8013.



**U,S, Military Scholarship
Program Announced**

The International Import-Export Institute would like to thank our military and former military for their service. To show our support, we are pleased to offer U.S. military personnel a scholarship for all new course registrations after August 1, 2008. Eligible for all active duty, reservists, National Guard, retired and honorably discharged personnel, regardless of when a person received their discharge, the scholarship is for 25% of the course tuition.

Whether your goal is to complete your Bachelor degree or earn an IIEI professional trade certification, IIEI's military scholarship applies to all course registrations.

If you would like to learn more about the **IIEI Military Scholarship**, please call 1-800-474-8013. A guidance counselor will be happy to assist you.

IIEI is affiliated with the follow-

ing organizations which promote military education:

- **Servicemembers Opportunity Colleges (SOC)** – The IIEI is a member of SOC's Concurrent Admissions Program (ConAP) partnership.
- **eArmy School** – The IIEI is a GoArmy Letter of Instruction (LOI) school
- **Air University Associate to Baccalaureate Cooperative Program (AU-ABC)** – IIEI is a member of this Air Force initiative offering baccalaureate degree opportunities to every Air Force enlisted member.
- **Military.Com** – The IIEI is a member of the military-friendly school finder program.

Eligible students may elect to use their VA Education Benefits to help with the cost of the IIEI tuition, certification examinations, and course materials.

**Military Scholarship
Requirements**

To qualify for a Military Scholarship (a 25% reduction in course tuition for all DSU courses) students must submit qualifying evidence at least one week before the start of their class. All military personnel, including active duty, reserve, national guard, retired or honorably discharged, qualify for this scholarship program. Each applicant should contact their advisor or the registrar's office for an application form. Active duty personnel must submit a copy of their most recent LES (leave and earnings statement) and retired and honorably discharged military person must submit a copy of their DD-214.

**Dunlap-Stone University
appreciates what our
service men and women
have done for our country.**



IEI Certifications

Graduation Announcement

Congratulations to the following on successful completion and recent award of the respective certifications.

The Faculty and staff of Dunlap-Stone University proudly announce that

Sue MacDonald-Nans

has completed the requirements for the Bachelor of Science Degree with emphasis in Trade Compliance Management and graduated with Honors. Congratulations Sue!

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| Tony Le – WA | Jason Wells – AL |
| Kully Nelson – CA | |

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| Daniel Bustillos – Columbia | David Schweikart – VA |
| Brad Chatfield – AZ | Teri Taylor – TX |
| Alice Dakujaku – HI | Michael Wineinger – TX |
| David Harris – CT | Ivy Wong – CA |
| Adam Hoffman – CA | Phil Yewlett – WI |
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| Ali Said El-Sharkawy | Mohamed Abo-Bkr Mustafa |
| Amgad Samir Ali | Mohamed Saad Tantawy |
| Amr Mahmoud Abdel Aziz | Mohamed Tarek Ragab |
| Bassem Abdel Maksoud Zaki | Mostafa Attia |
| Beshoy Mohareb | Nader Wahba |
| Ehab Abd-Al Mohsen | Neven Mohamed El Naggar |
| Hazem Abd El-Hamid | Norhan Ragab Nofal |
| Hazem Mohy El-Din | Reem Farouk Mostafa |
| Ismail Abd-el Fattah | Safwat Yousef Kamel |
| Kareem Mohamed | Sarah Nabil Abd-el Haleem |
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| Maggie Maher | Soha Hassan Mohamed |
| Mahmoud Mohamed Salah | Wael Mosad Elshahed |
| Marian Farid | |

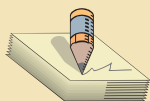
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| Kehinde Akinbode | Chidi Nnaji |
| Bankole Akinyemi | Olaide Okanlawon |
| Kingsley Areghan | Babatunde Ige Oluwaseyi |
| Larry Aromolaran | Kemi Oluwatuyi |
| Ayeni Bolanle | Kenneth Oseyenum |

Note: All CITLS® in this issue are from Multimix Academy, Lagos, Nigeria

Note: All CITMS® in this issue are from American Univeristy of Cairo, Cairo, Egypt

Disclaimer: IIEI Certification credential testing is separate from Dunlap-Stone University and the International Import-Export Institute. Distance Education and Training Council (DETC) accreditation does not cover such certification. All courses offered by DSU/IEI that help prepare individuals for IIEI Certification testing are accredited by DETC.



Student Honor Roll

The students shown here have demonstrated outstanding "A" performance for two or more consecutive semesters.

Honor - Distinction - Excellence

- Donnie Barnes
- Robert Beaman
- Leslie Boyd
- Jennifer Brown
- Kandis Chocek
- David Condie
- Cathy Forgey
- Christlene George
- Aridith Gibbons
- Babette Green
- Aurora Grimal
- Claire Hoberecht
- Jan Hoffman

- Cindy Hollohan
- Jennifer Iorfida
- Melissa Italia
- Brett Johnson
- Lisa Kelly
- Patricia Kimm
- Ji Kinnear
- Kristen Kopp
- Maria Lievanos
- Martin Maier
- Arlene Mann
- Lisa Maldonado
- Rita McCabe

- Kaori McCoy
- Angie McDaniel
- Angie Nelson
- Michael Noack
- Raj Ohneswere
- Petia Pavlova
- Kristen Pittas
- Melissa Proctor
- Pablo Quizhpi
- Joanna Raible
- Fernando Ramos
- Mani Sanchez
- Heidi Sankey

- Jamie Schaeffer
- Debbie Sheridan
- Tanya Siebert
- Stephanie Smith
- Toni Stivers
- Shelley Vybiral
- Norma Wagner
- Mary Jean Walters
- Shallyn Williams
- Alicia Worthington

Congratulations!



The International Import-Export Institute

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