



# Global Watch®

THE NEWSLETTER OF THE INTERNATIONAL IMPORT-EXPORT INSTITUTE  
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## WTO Sees 9% Global Trade Decline in 2009

The collapse in global demand brought on by the biggest economic downturn in decades will drive exports down by roughly 9% in volume terms in 2009, the biggest such contraction since the Second



World War, the World Trade Organization (WTO) economists forecast (25 March 2009). "Trade can be a potent tool in lifting the world from these economic doldrums. In London G20 leaders will have a unique opportunity to unite in moving from pledges to action and refrain from any further protectionist measure which will render global recovery efforts less effective," said Director-

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## G-20 Meeting Top Officials Debate Next Steps

By Aoife White and Jane Wardell  
Associated Press

**LONDON, Sept. 4** — Top finance officials debated the next steps for the recovering global economy, with European countries pushing for a crackdown on bankers' bonuses while the United States stressed the need to boost bank reserves to prevent a repeat of the financial crisis.

Members of the Group of 20 major nations also discussed ways to unwind recent economic stimulus efforts, although all agreed that withdrawing the massive amounts of money injected into the ailing world economy any time soon could risk a double-dip recession.

Finance ministers and central-bank officials from rich and developing

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## Mexico Replaces All Customs Agents

**MEXICO CITY, Aug. 16** — Mexico has replaced all 700 of its customs inspectors with agents newly trained to detect contraband such as guns, drugs, and big-ticket appliances smuggled to avoid import fees.

The shake-up — part of an effort to root out corruption and improve vigilance at Mexican ports with new technology — doubled the size of Mexico's customs inspection force.

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## IIEI Ranked in Top 15% of All U.S. Universities for Military Friendliness

**Phoenix, AZ** – August 19, 2009 – The G.I. Jobs magazine announced that Phoenix-based [International Import-Export Institute \(IIEI\)](#) at [Dunlap-Stone University \(DSU\)](#) has been named as one of the most Military Friendly Schools for 2010. IIEI ranks in the top 15% of all colleges, universities and trade schools nationwide for military-friendliness. All the schools earning this designation make recruiting and retaining students with military experience a high priority.

G.I. Jobs magazine conducts extensive research and uses detailed surveys of over 7,000 educational providers throughout the United States to develop their rankings. The magazine noted IIEI's

"stellar efforts in policy, recruitment and retention efforts" have made the university among the most military friendly schools. The criteria for selecting IIEI for this elite group included programs and policies deemed crucial to military member success. Important considerations for this distinction included the fact that DSU provides military service members credit for military service, and that DSU also provides service members and their dependents the DSU Military Scholarship, equivalent to 25% of course tuition, which means generally no out-of-pocket cost to service members to attend DSU. The Military Spouse Career Advancement Accounts program is also supported by DSU.

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## Notes from the President

### A Lot Going On as Usual

by *Dr. Donald N. Burton*



Even though the global financial turmoil is far from over, its impact on trade compliance training and education was not as great as expected. The 9% percent decline in global trade did not lessen the vigilance of those who monitor and protect imports and exports in the U.S. and around the world. Prosecutions continue to increase and as a result organizations are feeling the pressure to ensure they are in compliance. As was demonstrated in the BIS consent agreement in this issue of GlobalWatch® (page 4), even small companies with as few as five employees are at serious risk if they have a violation. It is not surprising in this environment that the number of people enrolling in all of our trade regulation related courses continues to grow and exceed our expectations. The preparation courses for the new Certified ITAR Professional® certification have seen a huge surge in interest—so much so we've had to add more classes to accommodate everyone. What this tells me is even though money is tight organizations recognize the importance of compliance. They know their compliance people must possess the most up-to-date and complete compliance knowledge.

We feel honored that the International Import-Export Institute was ranked in the top 15% of all U.S. colleges and universities for military friendliness (page 1). We try very hard to support our troops

as they move toward their educational goals. As was mentioned in the last issue of this newsletter, Dunlap-Stone University has made available over \$1 million in scholarships available for U.S. military, veterans and their dependents. Scholarships are accessible even to veterans whose benefits have expired, including Vietnam veterans. It is our way of saying "Thank You".

In this issue we previewed the web site of one of our global partners, Shanghai Jiao Tong University. We welcome their participation. You may find it interesting how they promote our programs in China. If your school or organization is interested in becoming an Approved Provider of our certification training program, let us know. It's quick and easy. You'll be joining over 1500 Approved Providers in more than 114 nations.

As usual there is something for everyone in this issue. Let us know if you have a topic we should include in a future issue. Until then, thank you for your continued strong support. Be well.

### DID YOU KNOW...

U.S. Customs and Border Protection will facilitate about \$2 trillion in legitimate trade this year while enforcing U.S. trade laws that protect the economy, the health and the safety of the American people.



## Why Export Controls: The UK perspective

Governments worldwide control the export of goods for various reasons depending on the nature and destinations of the proposed export. The export of strategic goods and technology the specific remit of the Export Control Officer (ECO) are controlled because of various reasons including:

- concerns about internal repression, regional instability and other human rights violations.
- concerns about the development of Weapons of Mass Destruction.
- foreign policy and international treaty commitments including as a result of the imposition of European Union or United Nations trade sanctions or arms embargoes.
- national and collective security of the UK and its allies.

Export Controls are not unique to the UK. All countries should

have an export control policy, legislation and enforcement mechanisms in one form or another. The UK has a well developed and coherent export control system which stems from EU and national UK legislation. Find out more about [Legislation and Policy](#).

**NOTE:** The ECO is only concerned with strategic goods. If you are planning to export other categories of goods such as arts, antiques, medicines or animal products then you should either consult the [Export Controls not administered by ECO](#) or access the [International Trade area of the Business Link website](#) (external link).

### Do I need a licence?

The answer as to whether you need an export licence will be determined by 4 factors - the nature of the goods due to be exported, the destination concerned, the ultimate end use of the goods and the licensability of trade activities.

### Nature of Goods

The following checklist outlines the broad categories of goods which are likely to be controlled:

- most items that have been specially designed or modified for military use and their components
- dual-use items (those that can be used for civil or military purposes), which meet certain specified

technical standards and some of their components

- associated technology and software
- goods that might be used for torture
- designated radioactive sources

To establish if your goods are controlled the essential source of information is the [UK Strategic Export Control Lists](#).

As the name indicates, this is a listing of all items for which a licence is required from the ECO. The Consolidated List is produced from seven lists which are found in various pieces of legislation. The UK Military List and the EU Dual-List from the bulk of the Consolidated List.

Depending on your goods you need to consult the relevant list. You can either self-rate your goods or use the ECO's [Rating Enquiry Service](#).

### Destinations

You will need a licence for ALL destinations (including EU countries) if:

- your items are on the UK Military List or are the more sensitive items on the EU Dual-Use List.

UK Export - Continued on page 13

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# BIS Update

Bureau of Industry and Security

## North Carolina-Based Manufacturer of Semiconductor Technologies Settles Charges of Export Violations and False Statements

**Export Compliance Manager Personally Pays \$15,000 Civil Penalty**

WASHINGTON, D.C. - The Commerce Department's Bureau of Industry and Security (BIS) announced that RF Micro Devices, Inc. (RFMD) of Greensboro, N.C. has agreed to pay a \$190,000 civil penalty to settle allegations that it exported spread-spectrum modems in violation of the Export Administration Regulations to the People's Republic of China.

RFMD designs and manufactures high-performance semiconductor components and voluntarily disclosed these violations. *In addition, BIS announced that Carol Wilkins, an RFMD manager whose responsibilities, at the time of the violations, included export control compliance, has agreed to [personally] pay a civil penalty in the amount of \$15,000 for making false and misleading statements to BIS Special Agents in the course of the investigation of RFMD.*

"Unlawful shipment of state-of-the-art micro devices is a serious national security concern," said Kevin Delli-Colli, the acting assistant secretary of Commerce for Export Enforcement. "Moreover, companies that voluntarily disclose violations must provide truthful and complete information to investigators. Self-serving, false or misleading statements only serve to further

undermine corporate credibility." The allegations involved 14 unlicensed exports of spread-spectrum modems, classified under Export Control Classification Number 5A001 and controlled for national security reasons, to the People's Republic of China with knowledge that a violation of the Regulations was occurring, was about to occur or was intended to occur in connection with the spread-spectrum modems. Additionally, BIS alleged that on 13 occasions RFMD made false or misleading statements in connection with the submission of Shipper's Export Declarations (SEDs). The violations occurred in 2002 and 2003. BIS also alleged that, in 2004, Carol Wilkins made a false or misleading statement in the course of the BIS investigation of RFMD. Specifically, the allegation stated that Wilkins, told a BIS investigator that an outside export control consultant had confirmed that RFMD's products were not export-controlled to any region where the company was marketing or selling its products. BIS alleged that, in fact, Wilkins had been repeatedly advised that certain RFMD products may have been classified under the Commerce Control List and that these products may have required an export license.

Source: [www.bis.com.gov](http://www.bis.com.gov)

## Small Company Agrees to Pay \$70,000 for Shipping EAR99 Items to Company on Entity List

BIS released details of its consent agreement settlement with Eastways Shipping, a New-York based freight forwarder with annual sales of \$930,000 and five employees. Under the settlement agreement Eastways agreed to pay \$70,000 to settle charges that it handled three export shipments to Allied Trading Company, a company on BIS's Entity List. To view the entire consent agreement go to:

<http://efoia.bis.doc.gov/exportcontrolviolations/e2124.pdf>

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# DDTC Update

Directorate of Defense Trade Controls

## Special Notice Use of USML Category XXI

Effective immediately, all license submissions which identify USML **Category XXI – Miscellaneous Articles** must include an attached copy of one of the following two documents authorizing use of Cat XXI or the application will be subject to Return Without Action:

- A copy of a DDTC Commodity Jurisdiction determination letter identifying the commodity as controlled under the USML at Cat XXI;
- Or an official letter from the Director, Office of Defense Trade Controls Policy granting permission to use Cat XXI.

This policy is necessary to enforce the requirement of 22 CFR Part 121.1 Category XXI(a). DDTC has observed a recent increase in the use of Cat XXI for items which should be properly categorized under a well defined USML category. The incorrect use of Cat XXI results in the license application being directed to the incorrect licensing team at DDTC and DTSA, which significantly slows down the adjudication of the request. Additionally, if a properly categorized commodity is designated as SME, the incorrect use of Cat XXI also incorrectly identifies the commodity as non-SME.

If you are unsure if your commodity is controlled by the USML, you should seek a Commodity Jurisdiction determination (see 22 CFR 120.4). Please follow the guidelines at [http://www.pmdtc.state.gov/commodity\\_jurisdiction/index.html](http://www.pmdtc.state.gov/commodity_jurisdiction/index.html). If you have determined your commodity is USML but are unsure of the correct category, contact the

DDTC Response Team at 202-663-1282 or [PM-DDTC-Response-Team-DL@state.gov](mailto:PM-DDTC-Response-Team-DL@state.gov).

Any other questions or concerns regarding the use of Category XXI should be directed to the DDTC Response Team at 202-663-1282 or [PM-DDTC-Response-Team-DL@state.gov](mailto:PM-DDTC-Response-Team-DL@state.gov).

**Source:** /www.pmdtc.state.gov/licensing/documents/WebNotice\_CatXXI.doc

## Announcement to New Registrants with DDTC

To ensure compliance with U.S. export law and regulations, the Directorate of Defense Trade Controls strongly advises that registered exporters and manufacturers have in place programs that assist in monitoring defense trade activities.

These programs should include a manual that articulates the company's policy on and commitment to compliance with defense trade laws and regulations, and that outlines the procedures for dealing with licensing and compliance matters. Such a manual should also include the identification and duties of empowered and responsible persons, and procedures on record keeping and internal auditing.

To assist you, DDTC has outlined some elements that we believe should be included in your compliance program: [Compliance Program Guidelines](#).

Questions? Please call the Response Team at (202) 663-1282.

**Source:** [www.pmdtc.state.gov/compliance/index.html](http://www.pmdtc.state.gov/compliance/index.html)

## Announcing Certified Australia Export Compliance Officer®

PHOENIX, AZ— IIEI Certification announced the addition of the prestigious Certified Australia Export Compliance Officer® certification to its growing list of certifications. Other certifications and courses offered for the international trade industry include trade compliance certifications for the United States, United Kingdom, Canada, and People's Republic of China.

Certified individuals complete twelve weeks of intense study of Australia's export regulations and processes, demonstrate an understanding of trade compliance ethics, and then must pass a two-hour proctored examination. A score of 75% or higher on this difficult timed examination constitutes a passing grade. Those who score 95% or higher on the examination earn the distinction of "Certification with Honors". Those who achieve this certification are required to demonstrate their continued education efforts yearly to maintain their status as a Certified Australia Export Compliance Officer®.

This new certification was developed at the prompting of aerospace and defense companies in the U.S. and Europe that work with Australian companies on the Joint Strike Fighter and other military projects. DSU university president, Dr. Donald Burton said, "Companies want to ensure that they are in total compliance with Australia's export regulations. We are pleased with the extensive body of knowledge requirements recommended for this important certification by the volunteers serving as [IIEI Certification](#)." The IIEI Certification volunteers are a group of experts from industry and governments

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# In Compliance....

## Fines & Delays Could Hit U.S. Importers Hard in 2010

6 tips that can help your company avoid the hardship

By Matt Gersper president of Global Data Mining

Failure to comply with the Importer Security Filing (ISF) regulations could bring financial disaster to unprepared U.S. businesses. There are three major reasons business leaders should assure their companies are compliant and each reason has direct bottom-line impact.

### ISF penalties

	Import Value	Ocean Entries	Potential Risk*
Company 1	\$2,784,000,000	10,969	\$9,140,000
Company 2	\$1,076,000,000	39,111	\$32,592,000
Company 3	\$806,000,000	5,541	\$4,617,000
Company 4	\$104,000,000	1,306	\$1,088,000
Company 5	\$83,000,000	669	\$724,000

\* 2 months of penalties (Jan 26 thru Mar 25, 2010)

First is the risk of significant penalties for non-compliance. The ISF regulations, commonly referred to as “10+2”, state an importer can be fined \$5,000 per filing if an ISF is not timely, complete and accurate. The penalty phase begins January 26, 2010.

This chart shows penalties that could be incurred in just the first 60 days of the penalty phase for 5 companies. Penalties of this magnitude would quickly get a CEO’s attention, and could have a devastating impact on any business. You can calculate your potential exposure based on the number of ocean entries you have.

The second reason is Custom & Border Protection’s (CBP’s) renewed commitment to enforcement and revenue collection.

CBP’s recently published *Trade Strategy for Fiscal Years 2009-2013* makes clear just how important revenue collection has become to the U.S. Government. Shockingly, CBP’s report lists “Enforce US Trade Laws and Collect Accurate Revenue” as its number two strategic goal ahead of

“Advance National and Economic Security.”

The third reason is the impact supply chain delays could have on your business. A recent study<sup>1</sup> by the National Association of Manufacturers (NAM) estimates the ISF regulation will create a permanent 2.8 day delay in supply chain speed.

### Supply chain delay costs

	Import Value	Delay Days*	Estimated Cost**
Company 1	\$2,784,000,000	2.8	\$62,361,600
Company 2	\$1,076,000,000	2.8	\$24,102,400
Company 3	\$806,000,000	2.8	\$18,054,400
Company 4	\$104,000,000	2.8	\$2,329,600
Company 5	\$83,000,000	2.8	\$1,859,200

This chart applies the cost model of supply chain delays from a Purdue University study<sup>2</sup> and estimates the annual financial impact that would be incurred if these five companies suffered the 2.8 day permanent delay estimated by the NAM study. The potential impact of 10+2 is very serious business indeed. Just imagine penalties and supply chains costs of this magnitude suddenly thrust on your bottom line.

While some importers hold out hope that the penalty phase will be postponed by CBP, it is said that hope is not a strategy. “I’d let my CFO know the penalty phase will be going into effect as scheduled and the implications could have tremendous negative impact on the bottom line”, says Beth Peterson, President of BPE ([beth@bpeglobal.com](mailto:beth@bpeglobal.com)). Peterson has been a strong advocate representing the interests of industry to CBP regarding the impact the ISF regulations could have on U.S. businesses.

American Shipper, BPE and the International Compliance Professionals Association

conducted a research project<sup>3</sup> to understand the current state of ISF

HOPE IS NOT A STRATEGY

compliance, the impact this regulation has (and will have) on the supply chain, the challenges that companies are facing in their attempts to comply with ISF and the best practices importers can leverage to comply with — and ideally benefit from — ISF compliance. Their study revealed 3 of the top 4 challenges importers are having with 10+2 compliance are related to data management.

### DATA MANAGEMENT CHALLENGES

- Nearly 60 percent of companies have challenges providing timely ISF data.
- Nearly 40 percent struggle to collect complete ISF data.
- Around 20 percent have problems with the accuracy of the data they are providing.

These are the very three issues causing penalties to be assessed. To make matters even worse, the penalties estimated above could be twice a large since the regulations state fees can be as high as \$10,000 per filing if two or more violations occur. For example, the filing is not timely nor is it not complete.

Modern database and workflow applications can dramatically improve a company’s data management efficiency and significantly bolster capacity to achieve ISF compliance. Web-portals or central

In-Compliance - Continued from page 6

information hubs allow parties around the world to collaborate and interact online, with the same information though a single platform. Here are six tips that can help you select the right solutions to achieve ISF compliance and improve enterprise-wide data management efficiency.



Central Information Hub

Your solution should provide a unique and secure state-of-the-art website **accessible worldwide** by any authorized user through the Internet. Your manager should have complete control of multi-party collaboration including the functions any given user may perform, the data any given user may see, and the responsibilities any given user may have based on the unique role each person provides your company.

Your solution should provide a database or portal that becomes the system of record or the “**single version of the truth**” for 10+2 and other customs information about every item enterprise-wide. It should include powerful tools for document management and storage. The database should be capable of growth beyond ISF to meet unforeseen business or government requirements that may arise in the future.

Your solution should make it easy to **upload data** from any system, from any business unit or supplier around the world. It should provide features to normalize data into one company-wide standard, and functionality for viewing, sorting, filtering and working with data that is easier to use than Excel. It should automatically update the database as tariffs change for different countries at different times around the world.

Your solution should easily **integrate** with existing computer systems. It should make it easy to create and manage 10+2 and other data for use by

various business applications that require reliable global trade data. Few companies have one single system to manage their entire enterprise. Your solution should be designed as the enterprise-wide database providing accurate trade data to every system that needs it.

Your solution should leverage **best-practice functionality** that can drive up productivity. Web-based applications can automatically updates users with the latest enhancements installed since their last login. Your solution should empower your staff and supplier network to create and maintain trade data more efficiently, and enable each person to work dramatically more effectively.

Your solution should put **powerful oversight tools** in your hands. It should provide automatic record keeping of the critical data elements created in each step of the workflow in every business unit around the world – helping meet the reasonable care standards of customs agencies. Workflow applications can also be used to establish enterprise-wide process controls, and to measure performance of global trade staff, suppliers or third party service providers.

Applying these six tips will dramatically improve a company’s enterprise-wide data management efficiency, help achieve 10+2 compliance and avoid financial penalties. In fact, 10+2 can be a hidden opportunity for strategic thinking companies.



Optimizing currently inefficient data management processes can improve supply chain performance, and deliver a positive return on investment.

The Purdue Study works in the positive direction also. Improving supply chain speed by just one day would be worth \$800,000 per year for a company importing \$100 million annually.

I strongly advise executives of companies importing into the U.S. to act with urgency. “According to estimates by CBP,” stated Beth Peterson during a recent webinar<sup>4</sup>, “it takes sixty to ninety days to ramp up and be filing correctly but I think this is a very conservative estimate.” 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 business processes, and creating competitive advantage for their company at the same time.

About the Author

*Matt Gersper, founder and president of Global Data Mining and co-owner of CUSTOMS Info, has over 20 years of experience optimizing processes and helping customers turn unorganized data into information that managers and executives can leverage to improve performance. For the complete report and footnotes, email:*

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## Country Profile Republic of Chile

Chile, officially the Republic of Chile, is a country in South America occupying a long, narrow coastal strip between the Andes mountains to the east and the Pacific Ocean to the west. It borders Peru to the north, Bolivia to the northeast, Argentina to the east, and the Drake Passage in the far south. It is one of two countries in South America which do not border Brazil. Chilean territory includes the Pacific islands of Juan Fernández, Salas y



Gómez, Desventuradas and Easter Island.

Chile's has a varied climate, ranging from the world's driest desert—the Atacama—in the north, through a Mediterranean climate in the centre, to a snow-prone Alpine climate in the south. The northern desert contains great mineral wealth, principally copper. The relatively small central area



dominates in terms of population and agricultural resources, and is the cultural and political center from which Chile expanded in the late 19th century, when it incorporated its northern and southern regions. Southern Chile is rich in forests and grazing lands and features a string of volcanoes and lakes. The southern coast is a labyrinth of fjords, inlets, canals, twisting peninsulas, and islands.

Currently, Chile is one of South America's most stable and prosperous nations. It leads Latin American nations in human development, gross domestic product per capita, competitiveness, quality of life, political stability, globalization, economic freedom, low perception of corruption and comparatively low poverty rates. It also ranks high regionally in freedom of the press and democratic

## Chile at a Glance

**GDP** – official exchange rate: \$169.6 billion (2008 est.)

**GDP** - real growth rate: 3.2% (2008 est.)

**GDP** - per capita (PPP): \$14,900 (2008 est.)

**Inflation Rate:** 8.7% (2008 est.)

**Labor Force:** 7.267 million (2008 est.)

**Unemployment:** 7.8% (August-October 2008)

**Population:** 16,601,707 (July 2009 est.)

**Exports:** \$66.46 billion (2008 est.)

**Exports - Commodities:** copper, fruit, fish products, paper and pulp, chemicals, wine

**Exports - Markets:** China 15.5%, US 11%, Japan 10.2%, South Korea 5.9%, Brazil 5.7%, Netherlands 5.1%, Italy 4.3% (2008)

**Imports:** \$57.61 billion (2008 est.)

**Import - Commodities:** petroleum and petroleum products, chemicals, electrical and telecommunications equipment, industrial machinery, vehicles, natural gas

**Import - Markets:** US 19.1%, China 11.9%, Brazil 9.3%, Argentina 8.8%, South Korea 5.6%, Japan 4.6% (2008)

**Foreign Exchange Rate:** Chilean pesos (CLP) per US dollar - 509.02 (2008 est.)

**Internet Users:** 5.57 million (2007)

**Internet Hosts:** 847,215 (2008)

Source: CIA World Fact Book

development. It has a high income inequality, as measured by the Gini index. Chile is a founding member of the United Nations and the Union of South American Nations.



*Friendly - Continued from page 1*

“It is a great honor to gain recognition for our staff’s exemplarily efforts and our learning model that makes education attainable for military members,” said Dr. Donald Burton, President of Dunlap-Stone University. “We are proud to support our troops in any way we can. We know that quality continuing education is very important to each of them and to our nation’s future as our military members transition to civilian life or as they build their military careers.” “Of course,” he continued, “our staff is excited to assist all students, not just the military, as they pursue their educational goals.”

With all of DSU’s courses and programs offered in a convenient, 24/7 online class format, it makes it easy for students to fit their studies around their busy lives, whether they are in the military or not. “Our online programs gained popularity with U.S. military and veterans,” notes Dr. Burton, “because of this flexibility and the unmatched quality of our international trade-focused curriculum, providing on-target, practical knowledge that is in high demand across industries.”

With good reason, military veterans are highly valued by American businesses for the skills that the services promote. By adding a quality DSU education that is attainable from everywhere in the world, regardless of deployments, TDY or PCS, adds even more value for those considering career their options upon separation from the armed forces. DSU’s Bachelor of Science in International Trade Management is ideal for such a transition. It provides practical skills that are in high demand in the global marketplace, across many industries such as aerospace & defense, supply chain management, manufacturing, international sales and marketing, among others that face the complex regulatory environment required to facilitate international trade. While

many colleges offer degrees in international business, DSU is the only university to offer an accredited bachelor degree focusing specifically on international trade.

G.I. Jobs magazine is published by Victory Media, a veteran-owned business based in Pittsburgh, PA.

Dunlap-Stone University is a premiere online university that is approved for military tuition assistance and for veterans educational benefits through the G.I. Bill. DSU is nationally accredited by the Accrediting Commission of the Distance Education and Training Council (DETC). DETC is recognized by the Council for Higher Education Accreditation and by the U.S. Department of Education as a nationally recognized accrediting agency. Dunlap-Stone University is an Arizona private for-profit corporation. DSU is licensed by the Arizona State Board for Private Postsecondary Education as an online bachelor degree granting university. DSU offers an accredited Bachelor of Science degree in International Trade Management with three potential emphasis areas: Trade Compliance Management; Global Supply Chain Management, and Management. IIEI is an institutional member of the American Association of Collegiate Registrars and Admissions Officers (AACRAO), the Career College Association (CCA) and DSU is a member of the U.S. Military’s Servicemember Opportunity Colleges (SOC).

*Australia - Continued from page 5*

worldwide that volunteer their time and effort to help IIEI Certification set global international trade standards.

The Certified Australia Export Compliance Officer™ certification is one of fourteen international trade certifications administered by the IIEI. As the global certification authority to the international trade industry, the IIEI Certification is recognized by the U.S. Government and governments worldwide as the industry standard setting organization. Education and training for the various IIEI Certification’s examinations are conducted through an online education portal and through colleges, universities and training centers in more than 90 countries worldwide. Training for the new certification will be available online through the DSU’s education portal starting in December 2009.

“IIEI Certification has only just begun,” said Dr. Burton. “Other certifications are under development. Soon it will add certifications for India, and many others are to follow. The threat of terrorism has presented a call to action for many countries that export sensitive goods and services. They now understand the need to validate their peoples’ knowledge of the regulations. That is why IIEI Certification is contacted by governments like China that want to demonstrate the knowledge and proficiency of their workers to ensure that their exports and imports are safe and that they meet WTO requirements.”



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**Shanghai Jiao Tong University**  
International Continuing Education Center



### IIEI Partner School Web Site Preview

The training under the title of Exporting/Importing Environment is the entry-level course of the International Import –Export Certifications series and successful completing the course and passing the test will lead to CE certification authorized by the International Import-Export Institute (IIEI) [www.IIEI.org](http://www.IIEI.org) . It has been approved by the Chinese Training Center of the State Administration of Foreign Expert Affairs (TCSAFE) [www.china-iei.org](http://www.china-iei.org)

The course is conducted by TCSAFE appointed expert, with an integration of lively case analyses, group discussions, and mock tests to achieve the best result. It the benefits to you:

- Entry Ticket: Want to enter the rapidly expanding world of international trade? The certification opens doors for you to gain entry into this rapidly expanding profession.
- Professional Status: Gain recognition in your present job. Prepare yourself for career advancement. Separate yourself from lesser-prepared co-workers.
- Skills and Knowledge Verification: Let your certification verify that you have the skills and knowledge needed to get ahead in today's very competitive workplace.
- Step- up: toward the higher level of IIEI Specialist Certification Series.

With CE certification, you can choose on-line study of one of the three following certifications.

CITLS [Certified International Trade Logistics Specialist](#)  
CITDS [Certified International Trade Documentation Specialist](#)  
CITMS [Certified International Trade Marketing Specialist](#)

These courses focus on the concerns of the practicing international trade professional worldwide. It has been designed to form a sound foundation and understanding of the major factors affecting the global marketplace. It is an excellent exporting and importing skills building course for the new entrant to international trade that wants a complete survey of the discipline, and a great refresher course for those wanting to revisit the discipline before sitting for the trade industry certification examinations. All of the major concepts and terminology of international trade are addressed in the hands-on activities and topic papers that form the basis of this

#### Program Info

International Continuing Education Center  
School of Continuing Education  
Shanghai Jiao Tong University  
Tel: (86-21) 6448 1768  
Fax: (86-21) 6448 0598  
Add: 2088 Kaixuan Rd., Shanghai, Shanghai 200030, P.R.C.

### Become an Approved Provider Like this School

Join more that 1500 approved provider colleges, universities and training centers in over 114 countries that are able to offer IIEI Certification's International Trade Certification Program with training administered by the International Import-Export Institute. Shouldn't your school or training organization be an Approved Provider? Email [CEProgram@dunlap-stone.edu](mailto:CEProgram@dunlap-stone.edu) for details or call 1+602-648-5750.



Mexico - Continued from page 1

The inspectors at Mexico's 49 customs points were replaced with 1,400 better-educated agents who have undergone background checks and months of training, Tax Administration Service spokesman Pedro Canabal said Sunday.

He said the inspectors were not fired. Instead, the government did not rehire them when their contracts expired.

The overhaul's main focus is to combat tax evasion, although Mexico also hopes to seize more guns smuggled in from the United States and elsewhere before they end up in the hands of drug traffickers. Mexican cartels smuggle most of the cocaine that passes from South America to the United States. Canabal said the government hopes to improve its tax collection with the new system, noting that more than 40 percent of Mexico's value-added tax is collected at customs. However, he said the main benefit will be stopping the flood of pirated and cheap goods that he said undermine Mexican industries.

Customs inspectors turned over their weapons to soldiers before leaving their posts at airports and border crossings Saturday night. Enrique Torres, a spokesman for the military and federal police in the northern city of Ciudad Juarez, said soldiers were at the crossing with El Paso to help avoid violence during the transition.

The new agents, more than 70 percent of whom are university-educated, rose out of a "strict selection process that included psychological and toxicological checks, as well as the necessary investigations to ensure they have no criminal record," according to a Tax Administration Service statement.

Canabal said that the 700 who were replaced would not be banned from reapplying for their jobs but that they would have to meet the stricter requirements. He said fewer than 10 percent of the ousted employees have university degrees.

The new agents were trained in the legal aspects of foreign trade and were taught to use equipment installed at border crossings, including X-ray and gamma-ray machines to scan for contraband. More dogs trained to sniff out drugs and other illegal goods are also being added.

"We need more than just a body with a weapon," Canabal said.

Mexico has been checking only 10 percent of the 230,000 vehicles that cross the border each day, according to the federal attorney general's office.

Now, with new technology, agents will weigh and photograph every car and truck that crosses into the country and run license plate numbers through a database of suspicious vehicles as a way of finding more contraband.

Source: Courtesy AP

G-20 - Continued from page 1

countries representing 80 percent of world economic output are convening in London amid mounting signs of a modest economic rebound, with Japan, Germany, France and Australia all recording growth in the second quarter. Britain is widely expected to do so in the third quarter.

Germany has pushed for G-20 nations to start talking about when and how they will withdraw stimulus measures, but other nations were cool to that idea. French Finance Minister Christine Lagarde said she was happy to discuss coordinating an exit strategy but stressed that the timing was something that "God only knows."

Courtesy AP

## Does "Defense Export Controls" Apply to Me?

### A Quick Action Checklist

- Find out if what you want to export (hardware, technical data, and/or defense services) is covered in the U.S. Munitions List (USML), found in [Part 121 of the ITAR](#).

[http://pmddtc.state.gov/regulations\\_laws/documents/official\\_itar/ITAR\\_Part\\_121.pdf](http://pmddtc.state.gov/regulations_laws/documents/official_itar/ITAR_Part_121.pdf)

- Not sure if your desired export is covered by the USML? File a [Commodity Jurisdiction request](#).

[http://pmddtc.state.gov/commodity\\_jurisdiction/index.html](http://pmddtc.state.gov/commodity_jurisdiction/index.html)

- If what you want to export is on the USML, you must be [registered](#) with DDTC.

<http://pmddtc.state.gov/registration/index.html>

- After you are registered, you may apply for an export license. [D-Trade](#) is the preferred way of licensing.

<http://pmddtc.state.gov/registration/index.html>

- Have basic questions you need answered? Call or email the [DDTC Response Team](#).

**Phone: (202) 663-1282**

**E-mail:**

**[DDTCResponseTeam@state.gov](mailto:DDTCResponseTeam@state.gov)**

Source: [www.pmddtc.state.gov/documents/ddtc\\_getting\\_started.pdf](http://www.pmddtc.state.gov/documents/ddtc_getting_started.pdf)

### Limited Space Remaining

Due to incredible demand, and after first-run enhancements were made to the course, another section of the **Export Compliance Audits (TRD-330)** class is being offered September 24<sup>th</sup>. It is the last time this year. Only a few seats left. Enroll today. Call your Advisor at:

**(800) 474-8013**

## Transfer of Post-9/11 GI Bill Education Benefits to U.S. Military Dependents (TEB)

For the first time in history, servicemembers enrolled in the Post-9/11 GI Bill program will be able to transfer unused educational benefits to their spouses or children starting Aug. 1, 2009.

For specific questions on your eligibility for TEB, please call your service career counselor or personnel center. VA does not determine eligibility for TEB.

### Who is eligible for TEB

Any member of the Armed Forces (active duty or Selected Reserve, officer or enlisted) on or after August 1, 2009, who is eligible for the Post-9/11 GI Bill, and:

- Has at least 6 years of service in the Armed Forces on the date of election and agrees to serve 4 additional years in the Armed Forces from the date of election.

- Has at least 10 years of service in the Armed Forces (active duty and/or selected reserve) on the date of election, is precluded by either standard policy (service or DoD) or statute from committing to 4 additional years, and agrees to serve for the maximum amount of time allowed by such policy or statute, or

- Is or becomes retirement eligible during the period from August 1, 2009, through August 1, 2013. A service member is considered to be retirement eligible if he or she has completed 20 years of active duty or 20 qualifying years of reserve service.

- For those individuals eligible for retirement on August 1, 2009, no additional service is required.

- For those individuals who have an approved retirement date after August 1, 2009, and before July 1, 2010, no additional service is required.

- For those individuals eligible for retirement after August 1, 2009, and

before August 1, 2010, 1 year of additional service after approval of transfer is required.

- For those individuals eligible for retirement on or after August 1, 2010, and before August 1, 2011, 2 years of additional service after approval of transfer are required.

- For those individuals eligible for retirement on or after August 1, 2011, and before August 1, 2012, 3 years of additional service after approval of transfer required.

### Eligible Dependents

An individual approved to transfer an entitlement to educational assistance under this section may transfer the individual's entitlement to:

- The individual's spouse.
- One or more of the individual's children.
- Any combination of spouse and child.

A family member must be enrolled in the Defense Eligibility Enrollment Reporting System (DEERS) and be eligible for benefits, at the time of transfer to receive transferred educational benefits.

A child's subsequent marriage will not affect his or her eligibility to receive the educational benefit; however, after an individual has designated a child as a transferee under this section, the individual retains the right to revoke or modify the transfer at any time.

A subsequent divorce will not affect the transferee's eligibility to receive educational benefits; however, after an individual has designated a spouse as a transferee under this section, the eligible individual retains the right to revoke or modify the transfer at any time.

### Nature of Transfer

An eligible Service member may

transfer up to the total months of unused Post-9/11 GI Bill benefits, or the entire 36 months if the member has used none (unless DoD/DHS limits the number of months an individual may transfer).

Family member use of transferred educational benefits is subject to the following:

### Spouse:

- May start to use the benefit immediately.

- May use the benefit while the member remains in the Armed Forces or after separation from active duty.

- Is not eligible for the monthly stipend or books and supplies stipend while the member is serving on active duty.

- Can use the benefit for up to 15 years after the service member's last separation from active duty.

### Child:

- May start to use the benefit only after the individual making the transfer has completed at least 10 years of service in the Armed Forces.

- May use the benefit while the eligible individual remains in the Armed Forces or after separation from active duty.

- May not use the benefit until he/she has attained a secondary school diploma (or equivalency certificate), or reached 18 years of age.

- Is entitled to the monthly stipend and books and supplies stipend even though the eligible individual is on active duty.

- Is not subject to the 15-year delimiting date, but may not use the benefit after reaching 26 years of age.

### How to apply for TEB

First you must go to the DoD transferability application website to

**Dependents** - Continued from page 12

determine if your dependents are eligible to receive the transferred benefits. This website is only available to military members.

Upon approval, family members may apply to use transferred benefits with VA by completing VA Form 22-1990e. VA Form 22-1990e should only be completed and submitted to VA by the family member *after* DoD has approved the request for TEB. Do not use VA Form 22-1990e to apply for TEB.

Source: [www.gibill.va.gov/GI\\_Bill\\_Info/CH33/Transfer.htm](http://www.gibill.va.gov/GI_Bill_Info/CH33/Transfer.htm)

### European Union Changes Dual-Use Legislation

#### NOTICES TO EXPORTERS - 2009/19 - 18 August 2009

Notice from UK BIS

Further to its earlier Notice of 19 June 09, the Department for Business, Innovation and Skills has amended national legislation under the Export Control Order 2008 to remove any overlap with controls listed in Council Regulation (EC) No.428/2009 (“the recast Regulation”) and to provide, where necessary, implementing powers in respect of licensing, enforcement and penalties. The details are as follows:

**The Export Control (Amendment)(No.3) Order 2009 (S.I.2009/2151)** The amendment Order will **enter into force on 27th August 2009** at

[http://www.opsi.gov.uk/si/si2009/uksi\\_20092151\\_en\\_1](http://www.opsi.gov.uk/si/si2009/uksi_20092151_en_1)

Guidance available at <http://www.berr.gov.uk/files/file52635.pdf>

Source: [www.berr.gov.uk/](http://www.berr.gov.uk/)

**WTO** - Continued from page 1

General Pascal Lamy.

The contraction in developed countries will be particularly severe with exports falling by 10% this year. In developing countries, which are far more dependent on trade for growth, exports will shrink by some 2%-3% in 2009, WTO economists say.

Economic contraction in most of the industrial world and steep export declines already posted in the early months of 2009 by most major economies — particularly those in Asia — makes for an unusually bleak 2009 trade assessment, said the WTO in its annual assessment of global trade.

“For the last 30 years trade has been an ever increasing part of economic activity, with trade growth often outpacing gains in output. Production for many products is sourced around the world so there is a multiplier effect — as demand falls sharply overall, trade will fall even further. The depleted pool of funds available for trade finance has contributed to the significant decline in trade flows, in particular in developing countries,” said Director-General Pascal Lamy.

“As a consequence, many thousands of trade related jobs are being lost. Governments must avoid making this bad situation worse by reverting to protectionist measures which in reality protect no nation and threaten the loss of more jobs. We must be vigilant because we know that restricting imports only leads your trade partner to follow suit and hit your exports. Trade can be a potent tool in lifting the world from these economic doldrums,” Mr. Lamy said.

Source: Press Release [www.wto.org](http://www.wto.org)

**UK Export** - Continued from page 3

**You will need a licence for EXPORT OUTSIDE THE EU ONLY** if:

- your goods are the less sensitive items on the EU Dual-Use List.

Other items may well require a licence for destination countries that are subject to embargoes or sanctions. See details of [Current Arms Embargoes and Other Restrictions](#).

#### End-Use / “Catch All”

If your goods are not listed on the Control Lists, you may still need a licence under so called End-Use Controls. This applies if the goods are likely to be sent to an end user where there are concerns about the possible use of the goods in a Weapons of Mass Destruction (WMD) programme. For example, cryogenic equipment could have a use in a nuclear weapons facility.

Also covered are components that are not designed for Military use but which are going into Military goods in an embargoed destination.

See guidance on WMD and Military [End-Use Controls](#).

#### Licensable Trade Activities

You may also need a licence if you are arranging or involved in the transfer of goods between two overseas countries. (This is known as “trafficking and brokering”).

See [Guidance on Trade in Controlled Goods \(Trafficking and Brokering\)](#)

Source: [www.berr.gov.uk/whatwedo/europeandtrade/strategic-export-control/beginners-guide/index.html](http://www.berr.gov.uk/whatwedo/europeandtrade/strategic-export-control/beginners-guide/index.html)



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### More About Associates of Arts Degree

As noted in the last issue of the *GlobalWatch*<sup>®</sup>, to meet the demand for introductory degree programs supported by Dunlap-Stone University's learner-centered online model, DSU is proud to announce that it has finalized the requirements for its Associate of Applied Arts in Business Administration (AABA). Officially this online degree begins in January 2010 with BUS-106, Introduction to Business. Any course taken earlier at DSU will apply. This 60-credit hour degree is ideal for those heading back to school and bringing transfer credit with them, or those starting college for the first time. The DSU learning model is the perfect choice for those who wish to balance the demands of work and home while gaining a quality education and participating in an interactive, discussion-driven online courses.



This AABA degree demonstrates to employers that you understand the processes inherent in the business world and that you can complete a rigorous course of study. The AABA program is a great intermediary step for students wishing to complete their Bachelor's in International Trade Management. Applications are now being accepted for the 2010 Spring Term.

Details concerning the Associate of Applied Arts (AAA) in General Studies degree will be forthcoming in the next issue of the *GlobalWatch*. The AAA General Studies degree will be offered in late Spring 2010.

### More Classes Offered

As we go into the Fall Season, we offering more classes on a wider array of topics than ever before. Keeping that in mind, we still keep our class sizes small and that means if you wait to the last minute to enroll chances are the course you want will be full. Register early and enjoy the wide selection of topics we are now able to offer.

### Departing Staff Member

We want to wish Brice Macartney all the best as he leaves IIEI and assumes his role in the compliance industry. While he was with us, he made many trade compliance friends in the many courses he took. He should be particularly proud of his performance here and in earning his Certified U.S. Export Compliance Officer<sup>®</sup> designation. When Brice started at IIEI he said he did not even know how to spell EAR and when he was leaving he said now he can't stop thinking about the EAR and the ITAR. We wish him well.

### Australia Export Compliance Regulations Course

The key course of study for the Certified Australia Export Compliance Officer<sup>®</sup> designation will be offered for the first time starting December 10, 2009. The Australia Defense Trade Control & Compliance course (TRD-323) is a six week review of Australia's export regulations. (See article page 5.)



### September, October and November 2009 Class Start Dates

#### September 2009

TRD-330 Export Compliance Audits  
TRD-201 Exporting/Importing Environment  
TRD-141 Incoterms

#### October 2009

BUS-303 International Business Ethics  
FAE-302 Global Finance Methods  
MGT-445 Competitive HR Management  
SCM-202 21st Century Logistics  
SCM-376 Purchasing Global Marketplace  
MGT-402 Global Strategic Management  
TRD-225 Documentation for the Global  
TRD-306 Understanding the ITAR  
TRD-320 Ethics in Trade Compliance  
HAS-191 Introduction to Theatre History  
TRD-143 Introduction to CTPAT  
TRD-311 Doc for Export Compliance  
TRD-307 Understanding the EAR  
TRD-320 Ethics in Trade Compliance  
BUS-405 Global Business Plan  
TRD-350 PRC Export Overview  
TRD-306 Understanding the ITAR  
TRD-366 Topics in Import Management

#### November 2009

SCM-127 Freight Forwarder Practices  
TRD-307 Understanding the EAR  
FAE-450 International Economics  
MGT-345 Organizational Behavior  
BUS-440 Legal Environment of Business  
SCM-412 Global Supply Chain Strategies  
STM-160 Statistics in Business  
HAS-198 Introduction to Humanities  
TRD-140 Importing Duties and Regulations  
BUS-401 Global Culture  
MGT-335 Modern Management Principles  
TRD-311 Doc for Export Compliance  
TRD-320 Ethics in Trade Compliance

New courses are added regularly throughout the year. Check the website often or call your advisor today. (800) 474-8013

### BIS Update 2009

If you are attending BIS' Update 2009 Sept 30<sup>th</sup> in Washington DC, stop by our booth and say "Hello" We look forward to seeing you there!



## IEI Certifications

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

### Certified U.S. Export Compliance Officer®

Jan Allmeyer – MO	Ann Romero - TX
Eric Blum – SC	Robert Rulavage – PA
Cynthia Dorris - TX	Mary Ann Peterson – CA
Marcie Hunnicutt - OH	Michael Schreiner – FL
Kathleen Kobran – VA	Helia Teller-Maritato – VA
Sivaganesh Maharajan – WA	Lana White - CA
Gail Marlowe - OH	

### Certified International Freight Forwarder®

#### Nigeria

Charles Adekunle Oni  
Kareem Ibraheem Adeshola  
Adeyemi Elizabeth Mosunmoluwa

### Certified International Trade Marketing Specialist®

#### Egypt

Maher Mohamed Wahid Gomaa  
Mariam Hassan Abdel Kader  
Nermine Hassan Eid Ali

### Certified Exporter®

#### China

Zhang Yaping  
Zheng Ya  
Ma Wenhui  
Hao Xinying

### Certified International Trade Educator®

Tim D. Le - CA

### Trade Related IIEI Certifications Recognized and Accepted the World Over as the Global Standard

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- ◆ Certified ITAR Professional®
- ◆ Certified International Trade Manager®
- ◆ Certified International Trade Professional®
- ◆ Certified International Trade Specialist®  
Documentation, Logistics, Marketing  
and Finance
- ◆ Certified International Freight Forwarder®
- ◆ Certified U.S. Import Professional®
- ◆ Certified U.S. Import Compliance Officer®
- ◆ Certified Exporter®

#### International - Country Specific

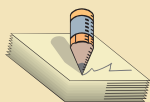
- ◆ Certified Australian Export Control Officer®

#### Under Development

- ◆ Certified United Kingdom Export Compliance Officer®
- ◆ Certified Canadian Export Compliance Officer®
- ◆ Certified People’s Republic of China Export Compliance Officer®
- ◆ Certified International Free Trade Zone Specialist® (Middle East)

The IIEI Certification works with governments and industry experts and training organizations worldwide in the development of the certifications shown here. If your government would like a trade compliance certification program, please contact us at [certifications@expandglobal.com](mailto:certifications@expandglobal.com). We look forward to working with you.

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/IIEI that help prepare individuals for IIEI Certification testing are accredited by DETC.



## Student Honor Roll

Honor - Distinction - Excellence

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

Kara Ahlers - WA  
Sherry Aitken - FL  
Ellen Anderson - KS  
Frank Beyersbergen – GA  
Debra Blalock - NC  
Jacqueline Blanton - TN  
Matthew Brown – IA  
Cynthia Buescher - MO  
Jose Camacho - CA  
Brad Chatfield - AZ  
Jorge Chromoy - NJ  
John Churchill – MD  
Denice Clark - AZ  
Beverly Demma - NY  
Louis Ehlers - TX  
Laura Forte - AL  
Michael Frail – NY  
Janice Glad - FL

Andrea Gulacsi – PA  
Tamara Hemingway – MI  
Carlos Hernandez - TX  
Claire Hoberecht - WA  
Cindy Hollohan – MA  
Marcie Hunnicutt – OH  
Thao Huynh – KS  
Jennifer Iorfida - PA  
Paula Ireton - MD  
Manabu Ishii - FL  
Candice Knuteson - WI  
Laura Koss - OK  
Laura Kraus - FL  
Art Larkin - AZ  
Katie Lynch – CT  
Martin Maier - TX  
Arlene Mann - NY  
Rita McCabe – NH

Kaori McCoy – WA  
Angie McDaniel - GA  
Frank Mckown - CA  
Juan Misle - FL  
Danielle Mulka – MI  
Charles Murphy - TX  
Diane Nally – FL  
Angela Nelson - WI  
Harry Nelson – CA  
Jeff Norris – CO  
Evelina Osmanova - WA  
Jennifer Osterhaus - MD  
Petia Pavlova – CA  
Kelley Peachey - CO  
Barbara Pearson – TX  
Tanya Pelham - FL  
Jeff Peterson - MI  
Joel Quinones – FL

Robyne Roberts – FL  
Heidi Sankey – WI  
Jamie Schaeffer - PA  
Vincent Schwalbe - WI  
Terri Simmons - CA  
Margaret Spoonholtz - IL  
Christopher Stewart - AZ  
Toni Stivers – CA  
Cynthia Teed – MD  
Kristin Thomas – WA  
Cynthia VanNorman - GA  
Mary Jean Walters - AZ  
Philip Zerbe - AZ

**Congratulations  
to Everyone!  
Well done!**



# The International Import-Export Institute

*at Dunlap-Stone University*

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Phoenix, Arizona USA 85029

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or Call (800) 474-8013 - Outside the U.S. 01-602-648-5750