



# Global Watch®

THE NEWSLETTER OF THE INTERNATIONAL IMPORT-EXPORT INSTITUTE, EST. 1995  
11225 N. 28TH DRIVE, SUITE B 201, PHOENIX, ARIZONA USA 85029

JANUARY/FEBRUARY 2006, VOLUME 8, ISSUE I

## IIEI Certification Goes to China

**Beijing China**, December 14, 2005

Organizations from China and the US signed an agreement in Beijing, aiming to introduce a professional certification program in international trade sector throughout China.

The agreement was signed between China's Training Center of the State Administration of Foreign Expert Affairs (TC-SAFEA) and the International Import-Export Institute (IIEI) headquartered in the US.

Designed by the IIEI, the program offers certification and standards for professionals working in the international trade industry.



Left: Zhang Jianguo, Deputy Director General, State Administration of Foreign Expert Affairs and Dr Donald Burton, IIEI President at the signing ceremony in Beijing.

The certifications have been recognized by more than 90 countries including the US, Britain and Japan.

Seven types of certifications will be offered including Certified Exporter®, Certified International Trade Logistics Specialist® and Certified International Trade Marketing Specialist®.

Under the backdrop of globalization, having integrated trade knowledge and expertise not only facilitates trade, but insures that all parties are able to communicate and perform their duties effectively, said IIEI President Donald Burton.

According to Qian Zheng, Director of the TCSAFEA, the program will be extended through government, foreign-funded companies and universities.

Burton said, "I am confident of this program in China. The tests and certifications are the same throughout the world, and the testing schedule in China will be released soon."

**Source:** Xinhua News Agency

## Jordan's Vision

The Hashemite Kingdom of Jordan has the vision of becoming the most competitive and dynamic knowledge-based economy in the Middle East in order to generate sustainable economic growth with more and better jobs and greater social cohesion for its people. To achieve this, the Government of

*Jordan - Continued on page 11*

## WTO Ministerial Meetings "Dohu Round On Track"

Ministers from the World Trade Organization's (WTO) 149 member governments approved a declaration that many described as significant progress both since the July 2004 "package" and after six days of intensive negotiations in Hong Kong in December 2005.

Despite the long hours and hard work, "it was worth it," WTO Director-General Pascal Lamy told a press conference late in the evening of the final day. "We have managed to put the Round back on track after a period of hibernation."

Hong Kong's Commerce, Industry and Technology Secretary John Tsang, who chaired the conference, outlined the achievements in the declaration:

*WTO - Continued on page 3*

### Japan Serious about IIEI Certifications

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**GlobalWatch®** is a publication of  
**The International  
 Import-Export Institute**  
 Phoenix, Arizona, USA

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## Notes from the Executive Director

# Wild & Crazy

by *Dr. Donald N. Burton*



The year 2006 is starting off wild and crazy here at the Institute. We have classes starting on nearly every continent, in languages such as Chinese, Japanese, Spanish, Arabic, not to mention English. This definitely is the year of international trade expansion and trade certification is hot around the world.

In this issue you will see a variety of topics ranging from my official signing ceremony in Beijing with the People's Republic of China, to Jordan's King's vision and a report on the latest WTO Doha Round Ministerial meetings. Even though we focus on the Middle East, you will see the usual sections on the BIS, DDTC and "In-Compliance", and there are several articles for beginners—such as the "Tips for New Exports." There is even a piece on what the International Trade Center of the United Nations does.

As I mentioned in the last issue, we have many new courses and programs to be released in 2006 and many already in the works for 2007. Because of your input, the Documentation for Export Compliance Course (IIEI-310A) is being updated and expanded into a six-week course titled Export Compliance Documentation (IIEI-311). (See page 11.)

In discussions with the volunteers of the International Compliance Professional Association

(ICPA), it appears as though space is going to be limited at their convention in Las Vegas in March 2006. Reservations will be first-come first-served – with ICPA Members having first preference. Only 400 spaces are available. ICPA is growing so fast they can't believe it!

In looking back, the year 2005 was very significant in that it was the year in which the Certified U.S. Export Compliance Officer® certification proved its value to employers and employees as people holding this certification were "snapped up at a premium" by companies wanting these important skills and knowledge sets.

Those of you who are long time readers of GlobalWatch® should pick up on the increase in tempo of the topics covered. We don't expect it to subside. I personally believe that "wild and crazy" is an understatement of what 2006 is going to mean to our industry. Take a deep breath and hang on... and enjoy a Happy and prosperous New Year.

Notice the World  
 Around You  
 and Then Take Action...

**Ancient Chinese Proverb**

## WTO Doha Round Ministerial Meetings in Hong Kong “Worth it”

WTO - Continued from page 1

- “We have secured an end date for all export subsidies in agriculture, even if it is not in a form to everybody’s liking.”
- “We have an agreement on cotton.”
- “We have a very solid duty-free, quota-free access for the 32 least-developed country members.”
- “In agriculture and NAMA (non-agricultural market access), we have fleshed out a significant framework for full modalities.”
- “And in services, we now have an agreed text that points positively to the way forward.”

The declaration was agreed after several days of meetings late into the night, the last two continuing to the morning. “It’s been a hard day’s night. And I’ve been working like a dog,” Secretary Tsang said, quoting John Lennon and Paul McCartney.

With the 44-page document now agreed, members face intense pressure in the new year to complete “full modalities” in agriculture and non-agricultural market access by the new deadline they have set themselves, 30 April 2006.

Compared to the draft forwarded to Hong Kong from Geneva, a number of issues have been settled or partly settled. The most straightforward is the agreement to end export subsidies in agriculture by 2013, but this was only agreed at the last minute, and members paid tribute to the European Union (EU) which had the greatest difficulty on this issue.

The declaration makes clear that the agreed date is conditional. Loopholes have to be plugged to avoid hidden export subsidies in credit, food aid and the sales of exporting state enterprises.

For cotton the elimination is accelerated to the end of 2006. In addition, cotton exports from least-developed countries will be allowed into developed countries without duty or quotas from the start of the period for implementing the new agriculture agreement. Ministers have also agreed to aim to cut trade-distorting

domestic subsidies on cotton by more than would normally apply under the new agreement, and to do so more quickly.

The two sides negotiating this difficult subject paid tribute to each other for what they described as the spirit of compromise: United States and the four countries pushing for an agreement on cotton (Benin, Burkina Faso, Chad and Mali).

A number of other details have been agreed in agriculture, non-agricultural market access and services. The Ministerial Conference adopted the declaration with amendments proposed by the chairperson on behalf of the United States and the “Cotton Four”.

Cuba and Venezuela formally expressed their reservations on the texts on non-agricultural market access and services and the meeting noted these.

The meeting also noted statements made by ministers in the preceding informal heads of delegations meeting. Almost all of them described the agreement as not fully meeting their expectations but most urged fellow-members to

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## American Conference Institute

### Upcoming 2006 International Trade & Defense Related Events



1st International Forum on CHINA TRADE COMPLIANCE  
February 15 & 16 - San Francisco, CA

2nd Advanced Forum on IMPORT COMPLIANCE  
March 21 & 22 - Washington, DC

9th National Forum on EXPORT CONTROLS  
April 19 & 20 - Washington, DC

For complete details and registration go to [www.americanconference.com](http://www.americanconference.com)



## U.S. Bureau of Industry and Security Update

### Houston Partnership Sentenced for Attempted Illegal Export of Specialty Alloy Pipes to Iran

LPPAI, a Houston based business, pleaded guilty to one count of Attempted "Export Without an Export License" pursuant to a written plea agreement. Judge Huvelle sentenced LPPAI to a criminal fine of \$50,000 and corporate probation of three years with strict special terms of probation. LPPAI consented to the entry of an administrative order, requiring it to pay an additional administrative penalty of \$50,000 and to be subject to a suspended order denying export privileges for a period of five years. LPPAI also agreed not to contest the administrative forfeiture of the commodities seized pursuant to this investigation, which were valued at over \$33,000.

### Selling Aircraft Parts to "Designated National" of Libya

NEWARK – A former vice president of a wholesale supplier of aircraft parts pleaded guilty to one count of making false statements to the U.S. Department of Commerce in connection with the exportation of aircraft parts to a "Specially Designated National" of Libya, U.S. Attorney Christopher J. Christie announced.

Richard Greenleaf, 46, former vice president of NewCal Aviation, Inc. of Little Ferry, pleaded guilty before U.S. District Judge William J. Martini to one count of false statements to the Department of

Libya - Continued on page 12

### HIGH-TECH FIRMS/EXECUTIVES SENTENCED IN EXPORT CASE

BOSTON -- Two New England high-technology companies and their top executives were sentenced November 18, 2005, in federal court for violating United States export law in connection with the export to India of equipment that is used to manufacture a material that improves the accuracy of strategic ballistic missiles with nuclear capabilities.

FIBER MATERIALS, INC., of Biddeford, Maine; its wholly-owned subsidiary, MATERIALS INTERNATIONAL of Acton, Massachusetts, and the companies' top two officers, WALTER L. LACHMAN, age 72, of Concord, Massachusetts, and MAURICE H. SUBILIA, Jr., age 58, of Kennebunkport, Maine, were sentenced by U.S. District Judge Douglas P. Woodlock.

LACHMAN was sentenced to 3 years' probation, the first year of which is to be spent in home detention. SUBILIA was sentenced to 3 years' probation, the first 6 months of which is to be spent in community confinement (halfway house), to be followed by 1 year of home detention. The conditions of home confinement permit each defendant to work on a regular schedule and to leave home for medical appointments and for other purposes with the approval of the Court.

A fine of \$250,000 was imposed on defendants LACHMAN, SUBILIA, and FIBER MATERIALS, INC. No fine was imposed on MATERIALS INTERNATIONAL because it is a wholly-owned

Executives - Continued on page 11



### Viva Compliance! 3rd Annual ICPA Conference

**Mark your Calendar**

**March 6th - 9th**  
Las Vegas, NV.

**www.icpainc.org**

### Ignorance will Not be Tolerated

Compliance with U.S. export controls and regulations is important to U.S. National Security. All companies must ensure their exports are conducted legally. Compliance not only involves controlled goods and technologies, it also involves restrictions on shipping to certain countries, companies, organizations, and/or individuals. It is critical that exporters adhere to the any and all export regulations. Its the law!

### BIS Confidential Enforcement Lead/Tip Form Online

If you know of an export violation, you can report it anonymously online.

Export Enforcement relies heavily on the partnership it has with the business community. Many times it is the information you provide that helps us in our investigations. By prosecuting those who violate our regulations we are helping the vast majority of exporters who follow the rules and are diligent in their efforts to conduct their affairs in an honest and appropriate manner. We appreciate your willingness to work with us.

Go on the web at:

<https://www.bis.doc.gov/forms/eeleadsntips.html>



# DDTC Update

*Directorate of Defense Trade Controls*

## DDTC Unveils New Web Address

### Consent Agreements

Pursuant to 22 CFR 127.10, the Assistant Secretary for Political-Military Affairs is authorized to impose civil penalties for violations of the Arms Export Control Act (AECA) and the International Traffic in Arms Regulations (ITAR). Imposition of civil penalties generally includes the payment of fines to the U.S. Treasury and a Consent Agreement (CA), under which the company is required to institute certain “very specific” changes.

What all of this means is that the US Government (USG) agency spells out exactly what steps a company must follow in the CA in order to be thought of as “in compliance.” No two CAs are the same. When determining civil penalties, fines and compliance measures, the USG considers everything about a company, including its history of compliance, its current business practices and its honesty in reporting errors and lastly how it manages its compliance effort.

CAs are far reaching, often taking years to complete. They are also very restrictive in their reporting and auditing requirements.

Remember, a CA is a deal your company enters into rather than face much more serious consequences. The USG closely monitors companies’ performance in meeting the demands spelled out in a CA. If companies fail to comply with a CA, their future is very dim.

### Need to Request a CJ?

The purpose of a commodity jurisdiction (CJ) request is to determine whether an item or service is covered by the U.S. Munitions List (USML) and therefore subject to export controls administered by the U.S. Department of State pursuant to the Arms Export Control Act and the International Traffic in Arms Regulations (ITAR). If after reviewing the USML and other relevant parts of the ITAR, in particular ITAR §120.3 and §120.4, you are unsure of the export jurisdiction of an item or service, you should request a CJ determination.

A CJ request may also be used for consideration of the redesignation of an item or service currently covered by the USML, which could result in the item or service being moved to the licensing jurisdiction of the Department of Commerce. You need not be registered with the Directorate of Defense Trade Controls (DDTC) as a manufacturer of defense articles or an exporter of defense articles and/or services to request a CJ determination.

If you would like to know more about CJs, the July/August 2004 issue of GlobalWatch® has a detailed article entitled: [Commodity Jurisdiction Determinations - Final Exam](#) by John Prieicko of JPMorgan Chase Vastera. Prior GlobalWatch® issues are available online in our archives at:

[www.expandglobal.com/Newsletter/newsletter.html](http://www.expandglobal.com/Newsletter/newsletter.html)

During the week of January 3, 2006, the Web address for the Directorate of Defense Trade Controls changed to:

[www.pmdddtc.state.gov](http://www.pmdddtc.state.gov)

The DDTC Web site also has a new layout. All the pertinent substance from the present Web site has been retained, but we hope that the new presentation will make it more accessible. When available, a specific transition date will be provided.

## DDTC Forms Expiration Date Change

The Office of Management and Budget has assigned a new expiration date of 09/30/2008 to the DSP-5, DSP-61, DSP-73, DSP-83, DSP-85, DSP-94, DSP-119 and DS-2032. Forms with the old expiration date of 07/31/2005 may still be submitted to the Directorate of Defense Trade Controls.

<b>OCTOBER '05 DDTC License Processing Times</b>		
	D-Trade	Paper
<b>Non-staffed</b>	371	3,195
<b>Median Staffed</b>	<b>14 days</b>	<b>19 days</b>
	170	1,413
<b>Median</b>	<b>25 days</b>	<b>59 days</b>

# In Compliance....

## Ok, so we made mistakes. Now what?

Staff article

It's mid-day, just after lunch. One of your recently hired but experienced trade compliance staff walks into your office and says he's certain shipments already sent to foreign customers violated US export control regulations.

You take a deep breath and hold it, hoping the employee really didn't say what you just heard. You ask him to repeat it. He does and then shows you the details with written substantiated evidence of his recent discovery. Sure enough, after a few moments you agree. Your organization has violated the Export Administration Regulations (EAR) and the International Traffic in Arms Regulations (ITAR). Now what?

As the senior trade compliance professional, the responsibility rests with you to take appropriate action. You consider a list of alternatives realizing there are other possibilities as well.

- Advise senior management. Let them decide what to do.

- Go on about your business and ignore the problems. They probably won't be found amid the thousands of licenses processed each year. And besides you've never been caught before.

- Submit Voluntary Disclosures on your own.

- Document the errors and put a copy in the files just in case.

- Hire an outside counsel to handle the processing of the disclosures.

- Do nothing and wait for the violations to be discovered through a Directed Disclosure or an enforcement investigation. Deal with it ONLY if absolutely necessary.

- Follow your written policies and procedures in coordination with your General Counsel.

- Initiate and immediate and independent investigation to determine exactly what happened.

As part of this time-sensitive, critical process in deciding exactly what to do and when, you MUST seriously consider the potential far-reaching consequences of the violations? Decisions made now along with the timing, nature and sequence of steps taken will directly impact your own welfare as well as that of your organization. Decisions made now may also directly impact national and economic security. Wrong decisions will put a great deal at risk!

You're stuck with another compelling fact of life. You now have "knowledge" of violations, thus you have responsibility to take appropriate action in accordance with the EAR, ITAR and your organization's Code of Conduct.

This is where you'll earn your keep or not. What will you do? Will you be part of the problem or part of the solution? For your sake and that of your organization and the Nation, it's vitally important that you make the right choices.

## Submit your Point of View

If you were the Empowered Official or responsible authority what exactly would you do? What steps would you take in what order?

We would like to hear your opinion, thoughts and comments about this article. Send your inputs to:  
[globalwatch@expandglobal.com](mailto:globalwatch@expandglobal.com)

Selected responses will be published in future issues of GlobalWatch® in this column.



Top: Dr. Burton meeting with members of the Chinese National Chamber of Commerce.

Left: Dr. Burton & Director Qian Zheng signing the certification program agreement between IIEI and TCSAFE in Beijing.

## IIEI-China Time Table

According to the plan established by China's Training Center of the State Administration of Foreign Expert Affairs (TCSAFE), the first step in introducing IIEI's Certification Program is "training the trainers". IIEI will provide the initial training to Chinese trainers who will already be international trade industry experts from colleges, universities and training organizations all across China.

The first certification chosen to be offered is the Certified International Trade Logistics Specialist®. The first on-ground classes are expected to commence in April 2006 at selected universities across China. The intent of China's government is to improve the flow of their supply chain by meeting this global standard.

After much discussion, it was agreed that Certified U.S. Export Compliance Officer® (CUSECO®) Program would be the second certification to be offered in 2006 throughout China. The CUSECO® program was deemed important because China would like to be a supplier to U.S. companies involved in aerospace and defense materials. Knowing and understanding the rules fully will help Chinese suppliers be in compliance with all U.S. trade compliance regulations.

## Tips for New Exporters

### Have an Export Strategy

What follows is an excerpt from "Getting Started, a Briefing" by SITPRO of the United Kingdom.

To ensure your first venture into exporting is a success you must have an effective export plan. When developing your strategy you should use all available tools and techniques to establish best international trading practice. Some of the components that build a convincing and dynamic export plan are:

- commitment from senior management
- market research, including the identification of national standards or import restrictions
- adopting a professional approach to international trading, including a training program for your export staff (both sales and marketing, and physical distribution)
- an export price that includes the additional costs of exporting
- your terms of trade, including delivery term and payment method
- selling in the local currency and invoicing in the local language

Your strategy should aim to get your product or service to the marketplace without involving any additional activity on your customer's part. Transparency of supply will assure your customer that:

- your product is as easy to acquire as those produced locally - good
- your product is more easily available - better
- your product is more readily delivered - even better
- your product is lower in cost - best

**Courtesy:** SITPRO SITPRO Limited, formerly The Simpler Trade Procedures Board, was set up in 1970 as the UK's trade facilitation agency. © Copyright SITPRO

Full article available at: [www.sitpro.org.uk/trade/getstarted.html](http://www.sitpro.org.uk/trade/getstarted.html)

SITPRO is the UK's Trade Facilitation Agency supported by the U.K. Department of Trade and Industry. Its mission is to use its unique status to improve the competitive position of UK traders by facilitating change through: identification and removal of barriers in the international trading process; identification and promotion of best trading practices; delivery of practical, value for money electronic commerce and associated trading solutions; and, influencing future trade policies.



**Country Profile**  
**Hashemite Kingdom of Jordan**

Located in the Middle East, the Hashemite Kingdom of Jordan is a small Arab country with a constitutional monarchy.

Jordan is mostly an arid desert plateau in the east and the highland area in west. The Great Rift Valley separates East and West Banks of the Jordan River along Jordan's western region. It gained its independence on May 25, 1946.

For most of its history since independence from British administration, Jordan was ruled by King HUSSEIN (1953-99). A pragmatic ruler, he successfully navigated competing pressures from the major powers (US, USSR, and UK), various Arab states, Israel, and a large internal Palestinian population, despite several wars and coup attempts. In 1989 he reinstated parliamentary elections and gradual political liberalization; in 1994 he signed a formal peace treaty with Israel. King ABDALLAH II assumed the throne upon his father death in 1999 and has made significant progress in addressing many of Jordan's economic problems.

Jordan acceded to the World Trade Organization in 2000, and began to participate in the European Free Trade Association in 2001.

Jordan has a highly educated work force and is considered one of the important centers of learning in the Middle East, which is a governmental priority. It has a highly developed technology infrastructure to support its planned growth. Both of these factors, when combined with its economic stability, make it an ideal location for foreign investment. English is widely understood among upper and middle classes.

Over the past few years, Jordan has invested in digital technology for its national phone system, which now has over 1.3 million cell phones in use. Its modest inflation rate of 3.2% is a model for the region.

Many people feel the Middle East is about to undergo rapid change as foreign companies seek to utilize cheap labor costs in the region. In this event, Jordan's central location, educated workforce, developed infrastructure and political stability will make it an attractive investment location.

**Jordan Literacy Rate**

*Total Population: 91.3%*  
*Male: 95.9%*  
*Female: 86.3%*

**Jordan at a Glance**

- GDP:** \$25.5 billion (2004 est.)
  - GDP - real growth:** 5.1% (2004 est.)
  - GDP - per capita:** \$4,500 (2004 est.)
  - Inflation Rate:** 3.2% (2004 est.)
  - Labor Force:** 1.41 million (2004 est.)
  - Unemployment Rate:** 15% official rate; unofficial rate is approximately 30% (2004 est.)
  - Population:** 5,759,732 (July 2005 est.)
  - Exports:** \$3.2 billion f.o.b. (2004 est.)
  - Exports - Commodities:** clothing, phosphates, fertilizers, potash, vegetables, manufactures, pharmaceuticals
  - Exports - Markets:** US 28.9%, Iraq 17.6%, India 7.1%, Saudi Arabia 5.6% (2004)
  - Imports:** \$7.6 billion f.o.b. (2004 est.)
  - Import Commodities:** crude oil, textile fabrics, machinery, transport equipment, manufactured goods
  - Import Partners:** Saudi Arabia 19.8%, China 8.4%, Germany 6.8%, US 6.8% (2004)
  - Exchange Rate:** Jordanian dinars per US dollar - 0.709 (2004)
  - Internet Users:** 457,000 (2003)
  - Internet Hosts:** 3,160 (2004)
- Source: CIA World Fact Book





WTO - Continued from page 3

accept it as a good basis for making progress in the negotiations.

Many delegations thanked Hong Kong for providing excellent facilities, good organization and a secure environment for the negotiations. They said future Ministerial Conferences would find it difficult to top Hong Kong's record.

Most delegations praised the "bottom-up" approach (inputs coming directly from members rather than from above) as contributing to the success of the conference.

Many delegations welcomed the agreement on 2013 as deadline for eliminating of agriculture export subsidies although most of them said they would have preferred an earlier date. Some delegations commended the "statemanship" of the EU and the US in achieving agreement.

**Source:** [www.wto.org/english/thewto\\_e/minist\\_e/min05\\_e/min05\\_18dec\\_e.htm](http://www.wto.org/english/thewto_e/minist_e/min05_e/min05_18dec_e.htm)

### China Cancels Textile Tariffs

Chinese Finance Minister Jin Renqing announced China will cancel export tariffs it imposed on outbound textile products as of next year, while maintaining its flexible import tariff on cotton that falls outside the import quota.

Jin, said the export tariff on textile products China imposed in early 2005 was intended to safeguard the normal order of the world's textile trade.

All export tariffs on textile products will be cancelled from Jan. 1, 2006, he said. Jin said China's flexible tariff on cotton imports outside import quotas were created to maintain the stability of cotton prices in China.

## Canada & Qatar Collaboration

**OTTAWA** Export Development Canada (EDC) and Qatar National Bank (QNB) recently signed a USD 100 million Line of Credit. This transaction marks the first time EDC has established a Line of Credit with any commercial bank in a Gulf Cooperation Council (GCC) country, thus accelerating and simplifying the procurement of Canadian expertise and technology.

"Qatar is a high-potential market for Canada, where several Canadian companies are already active in power, oil and gas and EDC views Qatar National Bank as a key partner in its efforts to develop and promote Canadian goods and services exports to Qatar," said Benoit Daignault, EDC Senior Vice-President for Business Development. "Qatar is now heavily investing in its infrastructure—up to USD 60 billion over the next ten years- and EDC's Line of Credit will help Canadian exporters and investors capitalize on the mass of opportunities generated by this surge in invest-

ment."

"We at QNB are confident that Qatari and Canadian companies will extract maximum benefit from this Line of Credit, which reflects the high potential for business between Qatar and Canada and the pivotal role that Canadian exporters and investors can play in Qatar's investment and growth plans," said Vince Cook, General Manager – Corporate Banking & Capital Markets, at QNB. "The agreement will pave the way for Canadian exporters, of all sizes and from all sectors, to benefit from a convenient and readily available financing tool offered by QNB and EDC."

The Line of Credit signals Qatar's desire to diversify its sources of procurement and reflects positively on Canada's technological and professional capabilities. Canadian small- and medium-sized exporters will especially benefit from now having a financing mechanism directly available from a local Qatari bank.

**Source:** [/www.edc.ca](http://www.edc.ca)

## South Africa Trade with the Middle East

The Middle East is becoming an important trade zone for South Africa. It holds great potential for South Africa as an export market, and serves as a potential strategic source of foreign direct investment.

Bilateral trade with the Middle East has grown significantly since 1994, and increased from some R32-billion in 2000 to over R35-billion in 2001. [Rand per US dollar - 6.4597 (2004)] Because of South Africa's energy imports, it has a large trade

deficit with the region. South Africa's trade with the Middle East made up 7.5% of the country's total international trade in 2001. There are an increasing number of bilateral agreements which have been concluded with countries in the region. Lead trading partners in the Middle East are Saudi Arabia, Iran, Israel, the United Arab Emirates (UAE) and Turkey.

**Source:** [www.southafrica.info](http://www.southafrica.info)

General Dynamics Renews  
IIEI Membership &  
Training Agreement

General Dynamics Corporation (GD) has renewed its Corporate Membership and extended its comprehensive compliance training agreement with IIEI through 2006. With over 67,000 employees worldwide, Dr. Bob Martin, GD's Director of Export Compliance at C4 Systems, said "IIEI's program makes sense. Our employees get the first-rate up-to-date compliance training they need and we at corporate don't have to worry about training and instead worry about compliance. IIEI handles it all. We'd have to be crazy not to recognize a good thing when we see it."

In a move being copied by other diverse aerospace and defense companies, GD has instituted a centralized trade compliance training budget away from the business units spread around the world. Rich Gogolkiewicz, GD's Manager Licensing & ITAR Compliance and Training, said this gives GD Corporate the ability (and control) to insure that each facility has the skills and knowledge they need to insure GD is in compliance. "IIEI provides us with a Pass-Fail for every employee who completes a course, he added."

International Trade Center of  
the United Nations



The International Trade Centre (ITC) is the technical cooperation agency of the United Nations Conference on Trade and Development (UNCTAD) and the World Trade Organization (WTO) for operational, enterprise-oriented aspects of trade development.

ITC supports developing and transition economies, and particularly their business sector, in their efforts to realize their full potential for developing exports and improving import operations.

ITC works in six areas:

- Product and market development
- Development of trade support services
- Trade information
- Human resource development
- International purchasing and supply management
- Needs assessment, program design for trade promotion

ITC's technical assistance concentrates on the three issues for



which it believes the need for national capacity-building is most critical: helping businesses understand WTO rules; strengthening enterprise competitiveness; and developing new trade promotion strategies.

The ITC supports the business sectors of developing and transition economies, helping them to realize their trade potential by sharpening their ability to compete in the international marketplace, thus making a difference to the lives of their people

ITC's activities aim to:

- Facilitate the integration of its clients into the world trading system;
- Support national efforts to implement trade development strategies;
- Strengthen key trade support services, both public and private;
- Improve export performance in sectors of critical importance and opportunity;
- Foster international competitiveness of SMEs.

To achieve these five goals, ITC offers a range of global programmes, advisory and training

Visit  
[www.usexportcompliance.com](http://www.usexportcompliance.com)



Over **40** of the top **50**  
U.S. aerospace and  
defense companies have  
enrolled their employees  
into courses leading to  
industry certification.

Jordan - Continued from page 1

Jordan has set out to redefine the conditions to achieve growth and prosperity in a changing geopolitical and economic environment. Creating a knowledge economy goes beyond computerizing and digitizing the country. It centers on effective use of the most scarce resource of any nation, its people. It requires new skills, with greater expertise and foresight, to meet the challenges ahead.

Over the past decades, Jordan has achieved impressive results on a host of social indicators, among them women's high literacy and the bridging of gender gaps in education. Yet, women's participation in the economic sphere has not kept pace with these impressive gains, mainly due to a host of barriers that women face in access to opportunities in the public sphere. As globalization is sharpening competition among regions and markets, removing such barriers is critical for the country to navigate toward its vision. To realize concrete results, [Jordan] needs to nurture the unique capabilities of all of its citizens.

Christiaan J. Poortman  
 Vice President  
 Middle East and North Africa  
 Region  
 The World Bank

Source: <http://web.worldbank.org>

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 website  
[www.industrycertification.org](http://www.industrycertification.org)

Executives - Continued from page 4

subsidiary of FIBER MATERIALS, INC.

The defendants were each found guilty on March 31, 1995, by a federal trial jury of one count of violating the Export Administration Act and one count of Conspiracy.

Evidence presented during the trial proved that LACHMAN, SUBILIA, and the two corporations conspired to, and did, export a control panel in April 1988 from the United States to the Defense Research Development Laboratory in India, intending for it to operate a production-size hot isostatic press to be subsequently provided by the defendants. A hot isostatic press is used in the processing of a material called carbon-carbon - a very lightweight, heat-absorbing material which is used for thermal protection systems and has applications in

missile  
 nose tips,  
 rocket  
 nozzles and  
 re-entry  
 heatshields.

The control panel required a special export license from the U.S. Department of Commerce for export from the United States to India.

In its opinion, the District Court called the defendants' conduct "fundamentally reprehensible" and said the defendants "sought - for their own private economic advantage and heedless of the national security interests of this country - to exploit imprecision in the regulatory regime for controlling exports," and, in the process, provided equipment to India which "may facilitate nuclear weaponry and thereby threaten stability in South Asia."

The control panel required a special license



The Documentation for Export Compliance course (IIEI-310A) is being revised to make it better meet industry needs. The new course will be called Export Compliance Documentation (IIEI-311).

Thanks to all the suggestions from industry experts, the existing three-week course is being lengthened to six-weeks to incorporate more hands-on instruction on how to use the many forms required by the US State and Commerce Departments.

The new course will include electronic forms submission and traditional methods.

The new course will replace EC Docs starting April 2006 and will become part of the content included in the CUSECO® examination beginning July 1, 2006. This also fulfills the Certification Board of Governor's initiative of more situation/case-based training.

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Libya - Continued from page 4

Commerce in connection with the exportation of aircraft parts to a Specially Designated National of Libya. A Specially Designated National of Libya is either a company, bank or other entity located outside of Libya which OFAC had determined was owned or controlled by or acting directly or indirectly for the Government of Libya.

The aircraft parts in question included various non-military application parts used to retrofit and refurbish already existing DeHavilland aircraft.

Separately, NewCal pleaded guilty as a corporation to one count of falsifying and concealing a material fact in connection with the exportation of aircraft parts to a Specially Designated National of Libya. The company also pleaded guilty to one count of exportation of aircraft parts to a "Specially Designated National" without prior authorization from OFAC.

Under terms of the plea agreement, NewCal will be placed on a term of corporate probation for a period of two years and pay a fine of \$200,000 at sentencing, which Judge Martini scheduled for March 7 for both Greenleaf and the company. Greenleaf faces a maximum sentence of five years in prison and a fine of \$250,000.

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

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ITC-UN - Continued from page 10

services, information sources, tools and products.

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**For more information:**

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 Tel: +41 22 730 0296  
 Fax: +41 22 730 0576  
 Email: [meitzel@intracen.org](mailto:meitzel@intracen.org)

**Japanese Go Logistic**

January is a big month for IIEI in Japan. It is when our partner, Matrix Learning Business Schools, with learning centers across Japan, launches its first on-ground courses leading to Certified International Trade Logistics Specialist®. "We are excited for them," said Rick Oxford, IIEI's V.P. of International Programs. There will two classes starting in January and many more scheduled in the months thereafter. "This is the result of many people's efforts," said Kazumi Stolaruk, Matrix Learning Business School's representative. "From this small beginning, we expect to see great things."

Matrix Learning has campuses throughout Japan and one in Newport Beach California, USA. Visit their web site at [www.matrix-learning.com/](http://www.matrix-learning.com/)

**Government Student Loans**

Both the U.S. Senate and House Committees passed the Reauthorization of the Education Act that will make Federal Aid – Title IV available to accredited online universities such as IIEI. The hurricane disasters have preoccupied Congress, but experts say both houses will vote and pass the bill before July.

Last week, the Senate Appropriations and Budget Committee passed the appropriation of funds to cover the cost of the legislation. Now it is up to the full Congress to vote. The President has enthusiastically agreed saying he will sign it.

With all this looming, IIEI is preparing by learning the processing and procedures. Once the bill passes, it may still take up six-months to get our university fully approved.





## New Year Brings Change to IIEI

By Tyra Andrews

A number of things are changing at the International Import-Export Institute (IIEI) as we ring in the New Year.

Aside from being in larger offices since November, new upgrades and system changes are on the way. The IIEI is transitioning to a premier college administrative software program thanks to a handful of dedicated Technical Support staff. The software can better support the comprehensive database of student files and will completely replace older programs currently in use at the IIEI. It is more user-friendly and is more suited to the ever-changing academic world that demands adaptation.

Of course, there is always the possibility of unforeseen technology problems, and it may take some time for the IIEI faculty and staff to completely transition over. During the software conversion there will be

alterations to student registration policies and deadlines, so please discuss these changes with your Academic Advisor or Counselor.

We also have several new faces within our amazing staff, and there will be even more additions through the start of 2006. Additional advisors and counselors will be able to provide the student with information to meet the student's educational needs, and act as a primary contact here at IIEI. New administrative and support staff will always be ready to help students with any request- from academic records to website navigation.

At the close of another exciting year, the faculty and staff of the International Import-Export Institute thanks all of our students for their feedback and support during this time of transition. We are excited about continuing to assist you in meeting your educational goals.

Happy New Year!!

### IIEI Classes Taught in Arabic Online

Beginning in early 2006, some IIEI courses will be offered in Arabic using IIEI's Online classroom. This is in support of the strategic partnership formed last year that created the Arab American eUniversity System (AAeU), a collaborative effort of the IIEI and IAATRADE-USA, Inc of Amman Jordan, with offices also in Houston, Texas.

AAeU works with colleges and universities throughout the Middle East, helping them put their degree programs online. The first course to be offered is Introduction to Psychology (IIEI-132). The course will be in Arabic and English.

Students seeking more information about this program in Arabic can contact AAeU at: [online@aaeu.org](mailto:online@aaeu.org) or visit them at [www.iiei.edu/aaeu](http://www.iiei.edu/aaeu)

## IIEI Certifications

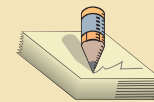
Congratulations to the following on successful completion and recent award of the respective certifications.

### Certified International Trade Logistics Specialist®

Okolo Akwu U.J. -- Nigeria  
 Obiora Ogoegbunam -- Nigeria  
 Olasoji Obanewa -- Nigeria  
 Margaret Ogbonna -- Nigeria  
 Uka Ironha -- Nigeria  
 Olu Adeniyi -- Nigeria  
 Frank Eke-Opara -- Nigeria  
 Oforji Theresa Uche -- Nigeria  
 Idaewor Wilson -- Nigeria  
 Ezedinma Ifeoma Ada -- Nigeria

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

Michael Allen TX	Katie Hawkins FL
Hilary Crawford NE	Quinn Howard OR
Carlos Cuellar PA	Blake Moloney AZ
Kathleen Dube NH	Cliff Ong CA
Marjorie Fields FL	Holli Strimel FL
Abby Freeman IA	Menyana Williams DC
Keila Gonzales TX	Mark Wilson MN
Claudia Green TX	



## IIEI Student Honor Roll

*Outstanding performance for two or more semesters.*

Colby Albasini	Martin Maier
Connie Allen	Roxanne Malik
Dana Alvarez	Ken May
Carol Baker	Rose McBride
Jennifer Browning	Brian McCormick
Bobby Butler	Eddie Mendoza
Jason Coombs	Blake Moloney
Mike Council	Michael Montez
Roberta Floccher	Harry Nelson
Cathy Forgey	Jody Peck
Abby Freeman	Antonette Perez
Tina Gozdan	Dennis Precoder
Alvis Guillen	Milessa Schaefer
Dan Hall	Wendy Stendal
Katie Hawkins	Timothy Stiglets
Brent Jones	Ernie Vetelino
Laura Kraus	Walt White
Art Larkin	Geraldine Wong
Bill Lawyer	

***Congratulations!***



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