



# Global Watch®

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

NOVEMBER/DECEMBER 2010, VOLUME 11, ISSUE 6

## Dunlap-Stone University Recognized for Academic Quality

**Phoenix, Arizona** – November 10, 2010 – In recognition of the academic quality at [Dunlap-Stone University \(DSU\)](#), our online university has been selected to host a Chapter of the Delta Epsilon Tau (DET) International Honor Society. Dunlap-Stone is proud to officially receive the Kappa Chapter designation in the Honor Society Registry. Graduating DSU students with superior grades are now eligible for nomination into the Honor Society.

*Delta Epsilon - Continued on page 11*

## American Small Businesses Can Help Lead the Financial Recovery

In a letter sent to President Obama and other key figures in Washington, Dr. Donald Burton, president of Dunlap-Stone University, said that community colleges and small businesses across the nation have a critical role to play retooling the nation and leading the nation's financial recovery, putting Americans back to work. Dr. Burton said, "It is going to take a concerted effort of community colleges working with small businesses aided with Government leadership and support, to bring prosperity and hope back to Main

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## Compliance Training Organizations Teach Certification

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## PRC Economy to Grow 8% Per Year

**MANILA, PHILIPPINES** - The People's Republic of China (PRC) is set to grow at an annual average rate of 8% for many years to come, but the country needs to carry out broad structural reforms to ensure that prosperity is shared by all, a leading PRC investment official said.

"The PRC's growth strategy will not only be important for the country itself, but also for its neighbors, and for the rest of the world," Jin Liqun, Chairman of the Board of Supervisors of China Investment Corporation said

*PRC Growth - Continued on page 9*

## Nigerian Export Promotion Council Adopts IIIEI Certification Standards

Nigerian Export Promotion Council has officially adopted the IIEI Certification program and its global standards. The Council identified the IIEI Certified International Trade Logistics Specialist® certification as an important credential for Nigerian exporters and importers to possess. To launch their official nation wide effort to train all exporters and importers to global standards, twenty-four council staff members will complete the training and take the certification examination on December 4, 2010.

The Executive Director of the Council, Barrister David Adulugba identified this training as an important tool for all Nigerians to use to navigate the global marketplace. He promised to empower the staff of the council to be able to achieve the

vision and mission of the council.

In another development in Nigeria, **Multimix Academy**, Nigeria's foremost Exports, Logistics and Supply management training institution, received recognition and the Presidential award from the Nigerian Export Promotion Council for its pioneering role in providing international trade, logistics and supply chain management education in Nigeria for over a decade.

Multimix Academy is a Master Approved Provider of IIEI Certification. In that role it not only offers training and testing for the various international trade certifications, but also assists and supports other training organizations in its region as they seek to become IIEI Certification Approved Providers.



Presidential Award

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## Notes from the President

**Thank you for your Support in 2010**

*by Dr. Donald N. Burton*



As you can see again in this issue, there is an explosion of activity here at DSU and IIEI. Several of our newest Approved Providers, in Canada and South Africa, have begun training and testing for IIEI Certification's Certified Exporter®. China has added more training providers too. I am very excited to tell you that DSU has been noted for excellence and granted a chapter membership in Delta Epsilon Tau, a prestigious honor society. This allows our students to be recognized for their academic excellence at the national level. These are only a few of the topics in this issue.

Multimix Academy, a long time Approved Provider, has been recognized by the Nigerian Export Promotion Council for outstanding contributions to that nation's export effort. I am pleased that the council adopted IIEI Certification standards for their nation.

The demand for training organizations training the US export and import and other nation's export regulations is intensifying. The article on page 3 explains how organizations with this expertise are able to help meet this need.

Although only a few sanctions or penalties have been noted lately

by BIS and DDTC, the ones revealed on pages 4 are worth reading. The USG has a new enforcement office to help coordinate export and enforcement efforts. See page 6.

The article on page 7 was suggested by a student who was shocked to find out he was closer to earning his bachelor degree than he thought possible, so close that he enrolled in the degree program and is now nearing graduation. You may find this article very relevant to your situation.

To many of her classmates, it won't be a surprise that Cindy Hollohan was awarded DSU's Outstanding Graduate for 2011. Read her story on page 11.

The article on page 1 offering President Obama everything community colleges across our nation need to help create a nation of exporters may be of interest to our readers. Go to your local school and suggest they become Approved Providers. That way they can be ready for the explosion of global trade that is going to happen during the next decade.

As always, thank you for your continued strong support. Be well.

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**ALL** of the top **100**  
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## Need for Compliance Training Organizations

Become An Approved Training & Testing Center

-- Help Meet the Need --

Consultants and firms that train individuals or organizations to the specific knowledge required for compliance with the various countries' export regulations are encouraged to apply to become *IIEI Certification Approved Providers (APs)*, gaining global recognition and exposure for their training expertise. APs not only prepare individuals to sit for *IIEI Certification*, but are also authorized testing centers. There are more than 1500 authorized APs worldwide, yet there is currently a void for APs specializing in in-depth trade compliance training in the U.S. Canada, and Australia. This presents an opportunity for interested organizations to apply for AP status.

A number of compliance training organizations that have historically only offered short two-day seminars across the nation have recently expanded their training endeavors. Accordingly, they may now qualify to prepare individuals for the rigorous *Certified U.S. Export Compliance Officer®* certification exam or other industry certification exams. Those who only train to one topical area may find partnerships with other Approved Providers helpful. By working together, some training organizations that only cover one area—such as ITAR—could combine their efforts with those in other areas, such as those

who offer EAR training, to prepare their students to sit for the complete exam.

Approved Providers report that their status as APs can increase attendance to their seminars, lengthen and add depth to their training classes and increase revenue. With 12 different industry certifications offered by *IIEI Certification*, APs find they can expand their market and enlarge their training courses to prepare individuals for all of the international trade certifications. Using the *IIEI Certification* standards promotes universal best practices and practical guidance for new-training creation.

*IIEI Certification Approved Provider* status has many benefits. *IIEI Certification* is the globally-recognized certification body for international trade, well-known and respected within the industry. By teaching to the published knowledge requirements for the various industry certifications, an AP organization's credibility as a knowledgeable training entity is validated. AP status as a compliance training organization gives clients confidence that your organization is professional, knows and teaches the regulations from beginning to end, and that your trainees are prepared to demonstrate their proficiency through *IIEI Certification's* unbiased, independent testing.

For complete details, contact:  
Kelly Waterhouse  
IIEI Certification  
(602) 648-5750  
[www.industrycertification.org](http://www.industrycertification.org)  
kwaterhouse@expandglobal.com



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**NEED A DEGREE  
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See article "Convert your  
Industry Certification into a  
Bachelor Degree"  
Page 7

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## BIS Update

Bureau of Industry and Security

### Four Companies Settle Antiboycott Charges

WASHINGTON, D.C. - Commerce Assistant Secretary for Bureau of Industry and Security David Mills announced today that four companies agreed to pay \$80,700 in civil penalties to settle allegations that each violated the antiboycott provisions of the Export Administration Regulations (EAR). The companies are OAC Shipping Company Inc, Mashreqbank PSC, MultiCam, Inc., and three subsidiaries of Thermon Manufacturing Company.

#### Case Summaries:

**OAC Shipping Company Inc (SCI)**, located in Miami, has agreed to pay a civil penalty of \$6,600 to settle two allegations that it violated the antiboycott provisions of the EAR. The Bureau of Industry and Security (BIS), through its Office of Antiboycott Compliance (OAC), alleged that during the year 2006, SCI, furnished two certificates regarding the carrying vessel's blacklist status, in violation of the antiboycott provisions of the EAR. The transactions giving rise to the alleged violations involved the sale and/or transfer of goods or services (including information) from United States to Qatar. Detailed information on this case is available at: <http://efoia.bis.doc.gov/antiboycott/violations/a705.pdf>

**Mashreqbank PSC**, located in New York City, has agreed to pay a civil penalty of \$12,800 to settle four allegations that it violated the antiboycott provisions of the EAR. OAC alleged that during 2008 through 2009, Mashreqbank PSC furnished four Certificates of Origin certifying

*Antiboycott - Continued on page 7*

### Nippon Airways Agrees to \$73 Million Fine in Antitrust Probe

A Japanese airline has agreed in Washington federal district court to pay a \$73 million criminal fine to resolve allegations of price-fixing in the air transportation industry, the U.S. Justice Department announced today.



The government today filed a two-count felony information against Tokyo-based All Nippon Airways Co. in the U.S. District Court for the District of Columbia. DOJ lawyers said in court papers that the airline participated with other companies in a conspiracy to fix cargo rates between 2000 and 2006.

Justice lawyers said All Nippon Airways, which is expected to plead guilty, has agreed to cooperate with an ongoing antitrust investigation. An attorney for the airline was not immediately reached for comment this afternoon. Two firms, Constantine Cannon and Zuckert, Scoutt & Rasenberger, represented the airline during the investigation.

A copy of the charging document is here. <http://legaltimes.typepad.com/files/ana-information.pdf>

All Nippon Airways, according to court papers, shipped heavy equipment, perishable commodities and consumer goods to and from the

United States. DOJ attorneys said the airline agreed to fix one or more components of the cargo rates charged to customers in the United States and elsewhere.

DOJ officials said 19 airlines—including British Airways PLC, Northwest Airlines LLC and Korean Air Lines Co.—and more than a dozen executives have been charged. In September, Polar Air Cargo LLC, represented by Ropes & Gray, agreed to pay a \$17.4 million criminal fine for its role in the alleged conspiracy.

Source: <http://legaltimes.typepad.com/blt/2010/11/airline-agrees-to-73-million-fine-in-antitrust-probe.html>



This lapel pin signifies the wearer has attained the highest-level of industry recognition of proficiency over the ITAR regulations and its administration.



### Career Education Planning

Need help determining which certification or degree is right for you and your career? Our friendly Advisors are ready to help you navigate through your questions and to help you put together a plan that meets yours needs.

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## DDTC Update

Directorate of Defense Trade Controls

### Welcome to DTAS-Online

**DTAS-Online** conveniently combines into a single secure entry point, all of the Directorate of Defense Trade Controls (DDTC) services available online. DTAS-Online provides Industry with a way to quickly and conveniently locate, manage and access Defense Trade specific materials online - everything from applying for licenses, checking statuses, to simply downloading a form.

Listed below are the services DDTC currently offers online:

#### DTrade

is a fully electronic system that enables registered Industry users the ability to submit defense export applications and amendments through this web interface in a secure environment.

#### Electronic Form Submission (EFS)

is a web-based system that electronically transmits uploaded form packages. Industry can download, fill-out, then submit DDTC created Adobe PDF forms and supporting documents through this web interface in a secure environment.

#### MARY

is DDTC's web based status retrieval system. This system currently only contains status of documents submitted through DTrade.

#### Ellie

is DDTC's legacy partial-electronic system. You must be a member of Ellie in order to participate and use the system for amending and viewing the status of the license applications.

Source: <https://dtas-online.pmdtcc.state.gov/>

### Commerce/BIS Seeks Comments on Proposed Change to EAR re "SNAP" System for On-line Registration and Account Maintenance

75 FR 71376-71378: 15 CFR Part 748; Simplified Network Application Processing System, On-Line Registration and Account Maintenance

BIS is proposing to implement an on-line registration process for obtaining an account to submit license applications and similar documents electronically. The current registration process requires paper and facsimile submissions.

This proposed rule sets forth the information that parties registering on-line would be required to provide to BIS and sets forth the duties that registered parties would have with respect to keeping information in their accounts current. Comments must be received by BIS no later than January 24, 2011.

CONTACT: Thomas W. Andrukonis, Director, Export Management and Compliance Division, Office of Exporter Services, telephone 202.482.6393, e-mail [tandruko@bis.doc.gov](mailto:tandruko@bis.doc.gov).

Source: <http://edocket.access.gpo.gov/2010/2010-29482.htm>

**According to Industry Search Firms, people holding the Certified U.S. Export Compliance Officer® certification are in high demand. Isn't it time you got industry certified?**

### Guidance on CBP Requirements for Shipments of Defense Articles

The Port of Chicago will process all USML requirements for cargo shipments at the CBP facility in Rosemont, Illinois. The Document Analysis Unit will review license exemptions and decrement temporary licenses submitted with entries. The Export Control Desk officer will lodge permanent licenses and decrement temporary licenses for export. Defense articles hand-carried by arriving or departing passengers will be processed at Passenger Terminal 5, O'Hare International Airport in accordance with Chicago Pipeline 07-28. All ITAR requirements apply to hand-carried as well as cargo shipments.

Photocopies and facsimile of "licenses" and "license amendments" are not acceptable. Applicants will print D-Trade licenses and amendments on their office printer and must ensure the approving licensing officer's digital signature is present for the form to be considered valid.

Upon initial presentation of a D-Trade temporary license, CBP will decrement the first line, write "original" on the first page of the license and affix a CBP stamp. The stamped initial page and the following pages constitute the "original" license and must be presented for all license transactions. Printing additional copies for import/export transactions is not authorized. The applicant may add subsequent amendments approved by DOS without obtaining a CBP stamp.

CBP - Continued on page 9

# In Compliance....

## EXPORT ENFORCEMENT COORDINATION CENTER

By Executive Order, President Obama announced the creation of the EXPORT ENFORCEMENT COORDINATION CENTER. Its purpose is to enhance enforcement efforts and minimize enforcement conflicts as executive departments and agencies to ensure their efforts to detect, prevent, disrupt, investigate, and prosecute violations of U.S. export control laws, and must share intelligence and law enforcement information related to these efforts will occur to the maximum extent possible, consistent with national security and applicable law.

The Order states that the Secretary of Homeland Security shall establish, within the Department of Homeland Security for administrative purposes, an interagency Federal Export Enforcement Coordination Center (Center). The Center will coordinate on matters relating to export enforcement among the following:

- The Department of State;
- The Department of the Treasury
- The Department of Defense;
- The Department of Justice;
- The Department of Commerce;
- The Department of Energy;
- The Department of Homeland

Security;

- The Office of the Director of National Intelligence;
- Other executive branch departments, agencies, or offices as the President, from time to time, may designate.

**Center .. to serve as a primary forum within the Federal Government... to coordinate ... export controls.**

Federal Government for executive departments and agencies to coordinate and enhance their export control enforcement efforts and identify and resolve conflicts that have not been otherwise resolved in criminal and administrative investigations and actions involving violations of U.S. export control laws;

b. Serve as a conduit between Federal law enforcement agencies and the U.S. Intelligence Community for the exchange of information related to potential U.S. export control violations;

c. Serve as a primary point of contact between enforcement authorities and agencies engaged in export licensing;

d. Coordinate law enforcement public outreach activities related to U.S. export controls; and

e. Establish Government-wide statistical tracking capabilities for U.S. criminal and administra-

tive export control enforcement activities, to be conducted by the Department of Homeland Security with information provided by and shared with all relevant departments and agencies participating in the Center.

The Center shall also have an Intelligence Community Liaison, who shall be a full-time senior officer or employee of the Federal Government, designated by the Director of National Intelligence, and detailed or assigned to the Center.

No exact date has been announced for the Center to be operational.

Source: [http://www.bis.doc.gov/news/2010/2010eccc\\_eo.pdf](http://www.bis.doc.gov/news/2010/2010eccc_eo.pdf)

### Certified ITAR Professional®

The International Import-Export Institute offers online courses to prepare for the CIP exam.

[Understanding the ITAR](#)

TRD 306

[Documentation for Export Compliance](#) TRD 311

[Ethics in Trade Compliance](#) TRD 320

[Agreements Under the ITAR](#) TRD 299

[Mastering ITAR Exemptions](#) TRD 308

[Export Compliance Audits](#) TRD 330

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## Convert Your Industry Certification into a Bachelor Degree

### Consider If a Bachelor Degree in Trade Compliance Could Help Your Career

Many professionals may not realize how close they are to earning a bachelor degree in [International Trade Management](#) when completing their course of study for an IIEI Certification. Because our certification training courses are fully-accredited, these credits can pull double duty – helping you earn not only a valuable professional certification, but also counting as college credits towards our major. For example, the number of college credits earned within the [Certified US Export Compliance Officer® \(CUSECO\)](#) and the [Certified ITAR Professional® \(CIP\)](#) exam prep programs range from twelve to eighteen credits each. Credits can count towards the 20 required for an emphasis in trade compliance, global supply chain, or general management studies! Professionals who complete DSU courses to meet their certification's annual Continuing Education Unit (CEU) requirement earn even more applicable credits. At three to four credits per six week course, these credits can quickly add up.

A bachelor's degree in International Trade Management can be realized even faster by students with existing college course work. There is no age limit on transferable course work, so even if those credits were earned years ago, they will still have value towards the degree. Even military training and certain work training can count toward your degree.

You already know how DSU's online program works. Why not make it work for you?

Contact DSU before the end of the year to receive a no cost unofficial transcript evaluation. Have those college credits work for you and apply them towards an in-demand, quality bachelor degree in International Trade Management from Dunlap-Stone University.

**Fill out this simple [Information Request Form](#) (<http://www.dunlap-stone.edu/article-inquiry-form/>) or call an Advisor at 877-299-7637 for more information.**

\*Certain conditions apply

## International Trade is Resuming Slowly.

# Get Ready Now!!

*Antiboycott - Continued from page 4*

that the goods were not of Israeli origin, in violation of the antiboycott provisions of the EAR. The alleged violations occurred in letter of credit transactions involving the sale and/or transfer of goods or services (including information) from the United States to Dubai. Mashreqbank PSC voluntarily disclosed the transactions to BIS and cooperated fully with the investigation. Detailed information on this case is available at: <http://efoia.bis.doc.gov/antiboycott/violations/a706.pdf>

**MultiCam, Inc. (MultiCam)** located in Dallas, TX, has agreed to pay a civil penalty of \$28,800 to settle eight allegations that it violated the antiboycott provisions of the EAR. OAC alleged that from 2005 through 2007, MultiCam furnished four certificates regarding the carrying vessel's blacklist status, in violation of the antiboycott provisions of the EAR. OAC also alleged MultiCam received four requests to take an action which would have the effect of furthering or supporting a restrictive trade practice or unsanctioned foreign boycott and that MultiCam failed to report to the Department of Commerce its receipts of these requests, as required by the antiboycott provisions of the EAR. The transactions giving rise to the alleged violations involved the sale and/or transfer of goods or services (including information) from United States to UAE. Detailed information on this case is available at: <http://efoia.bis.doc.gov/antiboycott/violations/a707.pdf>

**Thermon Manufacturing Company (Thermon US)**, headquartered in San Marcos, Texas, has agreed to pay civil penalties totaling \$32,500 to settle allegations that three subsidiaries violated the antiboycott provisions of the EAR. Thermon US voluntarily disclosed the transactions and cooperated fully in the investigation.

*Antiboycott - Continued on page 12*



*Country Profile*

# Argentine Republic

Argentina, officially the Argentine Republic, is the second largest country in South America, constituted as a federation of 23 provinces and an autonomous city, Buenos Aires. In 1816, the United Provinces of the Rio Plata declared their independence from Spain. After Bolivia, Paraguay, and Uruguay went their separate ways, the area that remained became Argentina. It is the eighth-largest country in the world by land area and the largest among Spanish-speaking nations, though Mexico, Colombia and Spain are more populous. Argentina's continental area is between the Andes mountain range in the west and the Atlantic Ocean in the east. It borders Paraguay and Bolivia to the north, Brazil and Uruguay to the northeast, and Chile to the west and south. Argentina also claims the



Falkland Islands and South Georgia and the South Sandwich Islands, which are administered by the United Kingdom as British Overseas Territories. Argentina benefits from rich natural resources, a highly literate population, an export-oriented agricultural sector, and a diversified industrial base.

Argentina is a founding member of the United Nations, Mercosur and the Union of South American Nations. Argentina is one of the G-20 major economies. Although one of the world's wealthiest countries 100 years ago, Argentina suffered during most of the 20th century from recurring economic crises, persistent fiscal and current account deficits, high inflation, mounting external debt, and capital flight. A severe depression, growing public and external indebtedness, and a bank run culminated in 2001 in the most serious economic, social, and political crisis in the country's turbulent history. The economy bottomed out that year, with real GDP 18% smaller than in 1998 and almost 60% of Argentines under the poverty line. Real GDP rebounded to grow by an average 8.5% annually over the subsequent six years, taking advantage of previously idled industrial capacity and labor, an audacious debt restructuring and reduced debt burden, excellent international financial conditions,



## *Argentina at a Glance*

GDP – Official Exchange Rate: \$310.1 billion (2009 est.)  
 GDP – Real Growth Rate: -2.8% (2009 est.)  
 GDP – Per Capita (PPP): \$13,400 (2009 est.)  
 Inflation Rate – Consumer Prices: 7.7% (2009 est.)  
 Labor Force: 16.4 million  
 Unemployment: 8.7% (2009 est.)  
 Population: 40,913,584 (July 2010 est.)  
 Exports: \$55.75 billion (2009)  
 Exports – Commodities: soybeans and derivatives, petroleum and gas, vehicles, corn, wheat  
 Exports - Markets: Brazil 18.78%, China 9.26%, Chile 7.11%, US 6.38% (2009)  
 Imports: \$37.13 billion (2009 est.)  
 Import - Commodities: machinery, motor vehicles, petroleum and natural gas, organic chemicals, plastics  
 Import - Markets: Brazil 31.12%, US 13.69%, China 10.26%, Germany 4.69% (2009)  
 Foreign Exchange Rate: Argentine pesos (ARS) per US dollar - 3.7639 (2009)  
 Internet Users: 11.212 million (2008)  
 Internet Hosts: 6.025 million (2010)

Source: CIA World Fact Book

and expansionary monetary and fiscal policies. Cristina FERNANDEZ DE KIRCHNER succeeded her husband as President in late 2007, and the rapid economic growth of previous years began to slow sharply the following year as government policies held back exports and the world economy fell into recession. Her government nationalized private pension funds in late 2008 in an attempt to bolster government coffers, but the move also adversely affected private investment spending.



## Certified International Freight Forwarder® Certification Opens Doors

Thinking of a career in international logistics but don't know where to begin? Perhaps a career as an international freight forwarder is the right starting point for you. The industry's Certified International Freight Forwarder® (CIFF) exam offered by IIEI Certification may be what you're looking for. Approved Provider organizations worldwide can prepare you to sit for the CIFF proctored exam. Contact your local school or training organization to ask them to become an authorized training provider or contact IIEI Certification to find an authorized provider in your area.

This certification serves as an important credential to enter the freight forwarder workforce. It validates your knowledge of the workings of a freight forwarder and helps you begin building your career. Possessing this certification demonstrates to potential employers that you are serious about your career as a freight forwarder. It gives you an advantage on your resume and it helps build your confidence as you enter the exciting world of international trade.

The International Import-Export Institute at Dunlap-Stone University offers easily accessible online training for the CIFF exam, a 24-week, four-course of study shown below.

The courses in this CIFF exam preparation are:

- [Freight Forwarder Practices](#) SCM 127
- [Exporting/Importing Environment](#) TRD 201

- [Incoterms 2010](#) TRD 141
- [Documentation for the Global Village](#) TRD 225

International trade is expected to be one of the fastest growing business sectors for the foreseeable future and international freight forwarders are a key element in the global supply chain. Learn the internal workings of freight forwarders, the basics of international trade and the processes and terminology necessary for the practicing international freight forwarder.

CIFF is just one of numerous international trade related certifications offered by IIEI Certification. As your career progresses, you may opt to sit for higher level certifications.

Visit IIEI Certification at [www.industrycertification.org](http://www.industrycertification.org) for more information or contact your local training organization for assistance earning your CIFF or other certifications.

*CBP - Continued from page 5*

Shipments of defense articles not complying with the provisions of the ITAR are subject to seizure action described in 22 CFR 127. This includes not applying for a license, the license not covering the defense articles, or the importer/exporter failing to accomplish all associated procedural requirements for a license or license exemption.

For complete details go to:

**Source:** Carl Ambroson, Area Port Director, Port of Chicago CBP PORT OF CHICAGO, Pipeline 10-08A of Nov. 5, 2010

*PRC Growth - Continued from page 1*

in a presentation at the Asian Development Bank's (ADB) Eminent Speakers' Forum.

Mr. Jin said reforms which will help unlock the economy's full potential include greater focus on technology and quality in production, a higher skilled labor force, increased support for private sector development, improved infrastructure, and faster shift of people from the countryside to the cities.

"I am sure urbanization will continue and it will contribute substantially to the reduction of poverty in hinterland provinces," he said.

Social reforms, such as greater support for migrant worker families are also necessary, along with fiscal and monetary policy changes which put greater emphasis on macroprudential measures.

He noted that while Asia emerged in relatively good shape from the recent global financial crisis, thanks to policy and structural changes made in the wake of the 1997-1998 Asian financial crisis, there is no room for complacency as the performance of the global economy remains uncertain given still-fragile conditions in the United States, sovereign debt problems in Europe, and rising trade and currency frictions.

Despite current tensions, the Government of the PRC remains keen to cooperate with the US on macroeconomic and governance issues to ensure future economic growth is both sustainable and inclusive. The PRC is also keen to step up support for Asia's regional integration initiatives.

"I think we should cooperate in many areas such as financial supervision, as well as in areas such as climate change, improving the

*PRC Growth - Continued on page 12*

Obama - Continued from page 1

Street. With more than two out of three Americans working in small businesses, they need to be at the center of the recovery effort.”

Dr. Burton believes the nation’s higher education system needs to provide students with a different set of skills and focus to meet this need, skills aimed at helping very small businesses grow into emerging global markets. Dr. Burton knows what he is talking about. He has been actively engaged in entrepreneurial ventures, export consulting and business education for over 25 years impacting literally dozens of countries. “Only small companies making small batches of products can profitably meet the present need,” he said, “Large companies can’t leverage their advantage of economies of scale to service the countless small, but growing, niche markets. The volume won’t support them, but small companies can serve them and make a profit and create jobs.”

“Emerging market economies are ripe for high-quality ‘Made in America’ goods made by Americas’ small businesses.”

Many emerging market economies never faced the recession and are ripe for high-quality ‘Made in America’ goods, made by Americas’ small businesses. Dr. Burton says U.S. unemployment ranks will go down significantly and exports will go up if community colleges across America quickly educate our nation’s unemployed workers (many of whom already possess bachelor or masters degrees in business or engineering) on the “how to” of entrepreneurial international business.

Unemployment ranks will go down and exports will go up

Initiatives in community colleges could create excitement about meeting the global marketplace’s oppor-

tunities head-on. “What starts in classrooms could bring small communities alive again,” he said, “by putting people back to work all across America, filling long-vacant store fronts in small towns and re-opening small idle factories to supply the developing world with high-quality American goods and services.”

Dr. Burton maintains that the world is more than ready and that the myth that only Americans have money to spend is not true. Right now Americans are not spending, while other nations are. The current government emphasis on big business exporters is only part of the solution, Burton contends. For over thirty years, Americas’ largest businesses have been exporting jobs to developing nations. As a result, those nations have prospered economically, building a prosperous middle-

class with discretionary income, and thus enabling them now to fully participate in the global marketplace as consumers. But big businesses with their high production requirements

can not serve these small niche markets profitably. Small businesses can and in doing so will create jobs, many jobs.

“We are a nation of producers,” Burton said, “Able to manufacture new products, using ‘Yankee’ ingenuity and creativity, making the finest goods in the world. America’s large manufacturing companies may have sent their jobs overseas, but two out of three Americans

are still at home working in small businesses producing products—ready to meet the global competition head on.” Burton believes all that is needed is the knowledge, skills and

a new type of export support system to reach global markets.

In 2010, China entered into 22 Free Trade Agreements in Africa alone. Many Chinese companies trading with Africa are small family businesses. Burton is adamant that American small businesses should be there too, providing high-quality, “Made in America” goods to customers. “What is stopping this from happening,” Burton suggests, “is America’s small businesses don’t possess the culture, know-how and necessary support to compete in global business.” Currently, Burton said, fewer than one out of ten U.S. small businesses export, even though the majority of small businesses could do so profitably.

Dunlap-Stone University has offered President Obama and those working to address the economic crisis a complete, globally-proven program to Americas’ community colleges at no charge. Burton assures skeptics that America has all the tools and determination to turn the U.S. economy around. “America’s small businesses can contribute significantly to meet President Obama’s goal to double exports. Retooling large corporations is not the answer to serving these small emerging markets. What America needs is to retool its work force, train the unemployed on how to export, realign support mechanisms and, most importantly, realize it must change the culture of small business to look at the world as their market.”

Burton emphasized that the jobs created by small businesses serving the global marketplace’s needs will last far into the future. Dunlap-Stone University’s letters to President Obama and his administration that outline this program, Dr. Burton said, have to date gone unanswered.

## Dunlap-Stone University Announces its 2011 Outstanding Graduate

Cindy Hollohan graduated *Summa Cum Laude* from Dunlap-Stone University in August 2010 with a Bachelor of Science degree in International Trade Management, specializing in Trade Compliance. Due in part to her academic determination, she found DSU's online courses worked well with her busy work schedule, business trips and personal life.

Working in international trade since 1976, Cindy has been in the compliance industry long before trade compliance gained the major importance it has today. Once she found DSU, Cindy said she knew it was for her and excelled in all of her classes.

Upon graduation, leveraging her new degree, she was offered a position with Mercury Computer Systems as the Director of Trade Compliance & Security. During her studies, Cindy was employed with ITT Corporation as the Eastern Region, International Trade Compliance Manager. Dedicated to her industry, Cindy is a shining example to fellow students seeking to advance their career through education that reinforces their experience. Here is what Cindy says:

*"IIEI & Dunlap-Stone University was the only accredited university that allowed me to earn*

*my degree in my field of interest, International Trade Management, by distance learning. I truly did not believe in myself to have the discipline to succeed – much less be a Summa Cum Laude graduate! I was unable to attend school any other way with my workload and business travel. Course by course, the knowledge I gained was relevant today and I was able to apply what I learned in my everyday life not to mention the friends I have made coast to coast through the virtual classroom.*

*I have been in the field of International Trade for a long time, as long as the Arms Export Control Act was enacted in fact, so it was important to me, now that my children are grown, to apply my knowledge by earning my degree to compliment my experience. At the same time I completed my final course; I was offered and accepted a position at an international company here in the Northeast as their Director, Trade Compliance & Security. Without this degree, this opportunity may not have been possible. "*

Cindy M. Hollohan  
Director,  
International Trade & Security,  
Mercury Computer Systems

Delta Epsilon - Continued from page 1

As an Honor Society member, inductees will receive a personalized Certificate of Membership and the Delta Epsilon Tau Gold Key of Distinction along with their DSU diploma.

"I am pleased that our outstanding graduates are now able to gain recognition in the Delta Epsilon Tau International Honor Society," said Dr. Donald Burton, president of Dunlap-Stone University. "Their academic accomplishments, graduating with a high GPA, when added to the personal demands of family and career, is most commendable."

### NATIONAL STUDENT RECOGNITION

Delta Epsilon Tau, headquartered in Millville, DE, is sponsored by The Distance Education and Training Council and is the only Honor Society in America that represents accredited distance learning institutions. Members benefit from listing the distinction of membership in Delta Epsilon Tau on resumes when pursuing employment as well as from professional networking opportunities with other Chapters. Established in 1997, DET members currently represent 25 colleges and universities in 14 states.

### HONOR SELECTION CRITERIA

Each Chapter establishes its honor membership selection criteria. To apply, students graduating from DSU's Associates and Bachelor's Degree programs are required to have a 3.40 or higher cumulative grade point average at graduation on DSU's 4.0 scale.

### Want to get published?

Submit your ideas for articles for upcoming GlobalWatch® issues. If your article is selected, we will send you your choice of gifts--a DSU coffee mug, an IIEI travel mug or a CUSECO tote bag. Email your ideas to:

[Globalwatch@expandglobal.com](mailto:Globalwatch@expandglobal.com)

**DSU Official Grade Cards Go Digital**  
 Going green with e-grades

For all courses starting on or after September 1, 2010, Dunlap-Stone University will no longer be issuing hard-copy grade cards through the mail. The new paperless grade system, will impact all courses and programs across DSU. This means that students will receive their digital grade cards into their secure Online Classroom mailbox. Simply download and print the official document.



**PRC Growth - Continued from page 9**

environment and addressing poverty problems which linger in Asia," he said.

China Investment Corporation is a wholly state-owned company established to diversify the country's foreign exchange holdings. It has registered capital of \$200 billion just over half of which is allocated to overseas investments. Prior to joining the company, Mr. Jin served as Vice-President (Operations 1) of ADB (2003-2008), and before that he served as Deputy Minister of Finance, Director General of the World Bank Department at the Ministry of Finance, and Alternate Executive Director of China to the World Bank. He was a former member of the People's Bank of China monetary policy committee and currently serves as deputy chair of the International Forum of Sovereign Wealth Funds.

**Source:** <http://www.adb.org/Media/Articles/2010/13395-prc-inclusive-growth/>

**Antiboycott - Continued from page 7**

BIS alleged that Thermon Far East Ltd (Japan), during the years 2003 and 2004, in connection with transactions involving the sale and/or transfer of goods or services (including information) from the United States to Libya, on four occasions, furnished a Certificate regarding the carrying vessel's blacklist status, in violation of the antiboycott provisions of the EAR. Detailed information on this case is available at: <http://efoia.bis.doc.gov/antiboycott/violations/a708.pdf>

BIS also alleged that Thermon Europe BV (Netherlands), during the years 2003 through 2008, on one occasion, agreed to refuse to do business with another person pursuant to a request from a boycotting country in connection with transactions involving the sale and/or transfer of goods or services (including information) from the United States to Iran, Oman, Syria and UAE; furnished two items of prohibited information that goods were not of Israeli origin and the vessel, not banned entry to Arab States; and, on four occasions, failed to report to the Department of Commerce its receipt of a request to engage in a restrictive trade practice or boycott, as required by the EAR. <http://efoia.bis.doc.gov/antiboycott/violations/a709.pdf>

Lastly, BIS alleged that Thermon (UK) Ltd (UK), during the years 2004 and 2006, in connection with transactions involving the sale and/or transfer of goods or services (including information) from the United States to Iran and UAE, on two occasions, failed to report to the Department of Commerce its receipt of a request to engage in a restrictive trade practice or boycott, as required by the EAR. <http://efoia.bis.doc.gov/antiboycott/violations/a710.pdf>

**Nominate the DSU 2010 Instructor of the Year**

**It is time for you to nominate your Favorite Instructor of the Year**

Although Dunlap-Stone University prides itself on using professionally and academically qualified instructors to teach your classes, instructors who enjoy teaching, this award that



comes from our students says it all. If there was an instructor who you felt exceeded your expectations or who made a profound impact on you personally, please share those experiences with Caulyne Barron, Vice President of Online Programs. Each year we honor faculty members who, through your feedback and our own internal academic quality control systems, are seen to provide the critical spark of learning, going the extra mile for students and making learning a personally rewarding experience.

If you have an experience that you'd like to share, please email Caulyne at [cbarron@dunlapstone.edu](mailto:cbarron@dunlapstone.edu) (or Caulyne Barron inside the classroom) with the subject line Instructor of the Year. Your email should include the instructor's name, the class you took from them and why you think they are an exemplary candidate for instructor of the year.



# Dunlap-Stone University

Honor - Distinction - Excellence

## Elective Courses Added

As the number of people enrolling in the various degree programs continues to increase, DSU has been busy adding to our elective courses to meet their needs. Here are a few of the recent adds: Critical Thinking & Analysis (HAS-108), Introduction to Leadership (MGT-135); Innovation & Entrepreneurship (BUS-408)

Check out the full list online at: [www.dunlap-stone.edu](http://www.dunlap-stone.edu) or call an enrollment Advisor at (800) 474-8013.

## Holiday Schedule

Dunlap-Stone University's normal office hours during the Holiday Season except:

December 24 closed  
December 31 closed

All Online classes break for the Holidays from December 23 until January 6th.

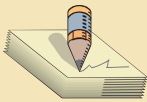
[Have a Happy Holiday!](#)

## Brief Notes

Did you know that:

The largest online class-size at DSU and IIEI never exceeds 20 students. In most instances, our classes have between 7 and 15 students. We believe this gives every student the opportunity to excel.

Nearly half of our Bachelor degree graduates earn dual-degrees with emphasis in trade compliance and global supply chain management.



## Dunlap-Stone University Student Honor Roll

Honor - Distinction - Excellence

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

Rebecca Allan - WI  
Shawn Arnold - MI  
Andrene Bresnan - CA  
Michael Bundy - CO  
Terri Carter - IA  
Susan Cass - MA  
Vanessa Chandler - OH  
Galen Cloud - TX  
Carole Coolman - PA  
Jason Cress - IL  
Paul Curry - MA  
David Dean - IA  
Linnea Deeds - MO  
Deborah Fenn - KS  
Eva Galfi - Australia  
Anthony Gibaldi - NY  
Michele Guile - VA  
Kristie Hannum - MO  
Kimberly Harper - TX  
Jan Hoffman - WI  
Linda Itani - IN  
Kristina Keating - IL  
Alisa Killian - AZ  
Patricia Kirby - NC

Linda Knapp - AL  
Ryszard Kokoszka - IL  
Kristen Kopp - PA  
David Lake - AZ  
Vickie Lanich - OH  
Martin Maier - TX  
Roxanne Malik - MA  
Patti Mann - ID  
David Martell - WI  
Christian McCall - VA  
Stuart McLanahan - TX  
Gamaris McNally - NC  
Eddie Mendoza - AL  
Katrina Michaelis - ID  
Bill Munley - MD  
Douglas Munro - MI  
Tomas Nunez - TX  
Andrew Olearnick - CT  
Christine Padron - FL  
Kelley Peachey - CO  
Justin Penman - KY  
Antonette Perez-Gutierrez - CA  
Jeff Peterson - MI  
Mary Ann Peterson - CA

Mathias Petzold - GA  
Kristen Pittas - MD  
Richard Powell - VA  
Robert Pugh - NM  
Patience Ramsey - CO  
Robyne Roberts - FL  
Jennifer Robertson-Ahrens - FL  
Amy Roche - WI  
William Roden - FL  
Ann Romero - TX  
Mani Sanchez - CA  
David Schultheis - MD  
Kerry Slaven - CO  
Jonathan Soto - NC  
Heather Steckel - AL  
Pamela Turinsky - PA  
Denise Van Amstel - TN  
Christopher Vaness - CO  
Daniel Weinstein - TX  
Charlton Winston - FL  
Ivy Wong - CA  
Stephanie Wood - TX  
Alicia Worthington - PA  
Lei Zhang - MD

***Congratulations to Everyone! Well done!***

## Dunlap-Stone University's Fall Graduates

Dunlap-Stone University and the International Import-Export Institute are proud to announce the Fall graduates completing their Bachelor of Science in International Trade Management with the emphasis noted.

### Omar Bojang

Emphasis: Trade Compliance

### Cindy Hollohan

Emphasis: Trade Compliance  
*Summa Cum Laude*

### Nathan Johnston

Emphasis: Trade Compliance  
*Magna Cum Laude*

### Katie Lynch

Emphasis: Trade Compliance  
*Summa Cum Laude*

### Rita McCabe

Emphasis: Trade Compliance  
*Summa Cum Laude*

### Mark Springer

Emphasis: Trade Compliance & Global Supply Chain Management

The university's administrative staff, faculty and your fellow classmates salute you for your life changing achievement, Congratulations!

## Ready to Graduate

**How close are you to graduating? Confirm you are ready by asking for a final audit. Don't come up short of the finish line.**

## Unofficial Audits for Students On-the-Fence

Interested in knowing how quickly you can earn your degree at DSU, but not sure about formally applying? If you are a student looking for an informal evaluation of prior learning / experience before submitting official application materials, the DSU Administration can help.

Students can usually quickly receive unofficial transcripts from past colleges or trade schools via online portals at little or no cost. By submitting these unofficial records to DSU's Registrars Office admissions team, an informal audit that details what credits we can transfer and what would remain for you to complete your Bachelors in International Trade Management can be determined.

What have you got to lose? Submit your records and past training to DSU today, and discover for yourself how quickly and conveniently our programs can help you achieve your goals. Email our Registrar today.

[registrar@dunlap-stone.edu](mailto:registrar@dunlap-stone.edu)

## Annual Review of New Course Ideas

Have an idea for a new course, suggestions how we can improve an existing course or perhaps topics to add to an existing program? If so we would like to hear from you. Now through the end of the year, DSU and IIEI will review your requests and schedule our course developers for the coming year to fill you requests. Submit your ideas and suggestions to [info@dunlap-stone.edu](mailto:info@dunlap-stone.edu).

If we use your suggestion, we will send you your choice of a DSU coffee mug or IIEI travel cup.

## Class Start Dates

### November 2010

BUS 101 Getting Started:  
A New International Business  
TRD 216 Trade Compliance Environ.III  
STM 160 Statistics in Business  
TRD 311 Docs for Export Compliance  
MGT 345 Organizational Behavior  
SCM 412 Global Supply Chain  
BUS 440 Legal Environment of Business  
FAE 450 International Economics  
TRD 140 Importing Duties  
and Regulations  
MGT 135 Introduction to Leadership  
HAS 103 Critical Thinking Analysis  
SCM 127 Freight Forwarder Practices  
TRD 308 Mastering ITAR Exemptions  
BUS 401 Global Culture  
MGT 335 Modern Management Principles  
TRD 365 Ethics in Import Compliance  
HAS 198 Introduction to Humanities  
TRD 306 Understanding the ITAR

### Decemberr 2010

TRD 330 Export Compliance Audit  
TRD 311 Documentation for Export  
Compliance  
TRD 304 U.S. Custom Broker's Exam  
Prep Course  
TRD 143 Introduction to C-TPAT  
TRD 257 Empowered Officials Essentials  
MGT 402 Global Strategic Management  
TRD 319 Managing Disclosures  
TRD 320 Ethics in Trade Compliance  
TRD 309 Commerce License Exceptions  
TRD 307 Understanding the EAR  
TRD 325 UK Export Control Regulations

### January 2011

BUS 102 Introduction to Business  
BUS 111 Customer Service Basics  
BUS 113 Topics in Contemporary Business  
BUS 303 International Business Ethics  
BUS 403 International Marketing  
FAE 230 Business Accounting  
HAS 105 Writing Across the Curriculum  
SCM 125 Port Authority  
SCM 202 21st Century Logistics  
SCM 376 Purchasing in the Global  
Marketplace  
STM 385 Information Systems  
TRD 141 Incoterms 2010  
TRD 201 Exporting/Importing  
Environment  
TRD 299 Agreements Under the ITAR  
TRD 307 Understanding the EAR  
TRD 320 Ethics in Trade Compliance  
HAS 260 Terrorism in the 21st Century  
TRD 306 Understanding the ITAR  
TRD 311 Documentation for  
Export Compliance  
TRD 304 US Custom Broker Exam Prep  
BUS 404 Researching the Global Village

Course starting dates are subject to change. Contact an Advisor to confirm availability.



## IEI Certification



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

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

Deborah Carpenter – RI	Tanya Pelham – FL
Vasilias Hiliios – VA	Ulla Skeffington – NC
Melissa Italia – VT	Nikita Stamm – KY
Gamaris McNally – NC	Pamela Turinsky – PA
Sheri Medlin – SC	Larry C. Williams – SC
Douglas Munro – MI	Sandra Wilson – KY

### Certified ITAR Professional®

Jan Hoffman - WI	Mery Jones-Prout – FL
Manabu Ishii – WA	Jeffrey Marden – CO

### Certified U.S. Import Professional®

Christopher Vaness – CO

### Certified International Trade Logistics Specialist®

Yosuke Ota - Japan  
 Yuki Taguchi - Japan  
 Aryadne Woodbridge - Japan  
 Kyoko Yamamoto - Japan  
 Nayuko Yasunobu - Japan  
 Young il Youn - Japan

### Certified International Trade Documentation Specialist®

Angie McDaniel – GA

### Certified International Freight Forwarder®

David Lake – AZ  
 Paula Smith – PA

### Certified Exporter®

Zamuxolo Phiri - SA	Pan Fan - PRC	Ye Mengmeng - PRC
Fortuno J. Gerardo - CA	Ping Zhuyan - PRC	You Xiafei - PRC
Chen Binbin - PRC	Tao Jing - PRC	Yu Dongdong - PRC
Chen Fang - PRC	Wang Di - PRC	Yu Yaohua - PRC
Chen Lian - PRC	Wang Fang - PRC	Yu Yue - PRC
Chen Lili - PRC	Wang Ting - PRC	Zhang Miao - PRC
Dong Xingxing - PRC	Wang Xiaoyan - PRC	Zhang Ting - PRC
Gu Fangdi - PRC	Wang Yanan - PRC	Zheng Jing - PRC
Han Jin - PRC	Wang Yu - PRC	Zheng Lingyan - PRC
Jiang Xinwei - PRC	Weng Chenyi - PRC	Zhou Hua - PRC
Liang Yingwei - PRC	Xu Huayuan - PRC	Zhou Huiyan - PRC
Liu Mengyao - PRC	Yan Yongzhe - PRC	Zhou Limin - PRC
Lu Xingli - PRC	Yang Hongxia - PRC	Zhou Qin - PRC
Lu Yu - PRC	Ye Jinsong - PRC	Zhu Bin - PRC

Note: SA - South Africa (In association with Highline Community College Des Moines)  
 CA - Canada (Filinter Export Training Center, Toronto, Canada)  
 PRC - TC-SAFEA, Beijing, People's Republic of China

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.

## IIEI Certification Adds Approved Providers

The International Import-Export Institute is pleased to announce the addition of the following outstanding organizations to IIEI Certification's [Approved Provider Program](#). As new Approved Providers (APs), these organizations join more than 1500 existing APs worldwide who are authorized by IIEI to teach the Certified Exporter® Certification program and to serve as testing centers for industry certification. Congratulations to our new partners

**Amaacon Centre for Management and Marketing Education** – Northampton, United Kingdom  
<http://www.amaaconedu.com/>

**Indian Institute of Distance Studies** – Rajasthan, India  
<http://www.iids.co.in/>

**SFIC Institute** – Singapore  
[http://www.sficinstitute.com/services\\_courses.htm](http://www.sficinstitute.com/services_courses.htm)

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*at Dunlap-Stone University*

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Email: [info@dunlap-stone.edu](mailto:info@dunlap-stone.edu)

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