



# Global Watch<sup>®</sup>

THE NEWSLETTER OF THE INTERNATIONAL IMPORT-EXPORT INSTITUTE  
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## According to Financial Center Experts in the UAE, Global Economic Recovery Reports are Encouraging

**Abu Dhabi (WAM)**, Sept. 14th, 2010 — The announcements from the World Trade Organization (WTO) indicating a 25 percent growth in international trade during the first half of 2010 in comparison with the same period last year, is encouraging said the United Arab Emirate's Ministry of Foreign Trade in an official statement.

Juma Mohammad Al Kait, the Executive Director of UAE Foreign Trade Affairs at the Ministry, said that these positive indicators confirm the ongoing recovery and upward slope being witnessed in international trade since the first quarter of this year, adding that reports have revealed that the ASEAN region

has achieved positive growth averages in foreign trade of up to 35 percent during the second quarter of the current year.

Al Kait affirmed that these positive indicators have been reflected in the UAE's non-oil trade as the ASEAN states are the country's main trade partners, pointing out that foreign trade indicators have registered a high growth rate of 9 percent (Dirhams 28 Billion) during the first half of the year in comparison with the same period last year, with exports growing by 32 percent (Dirham 9.2 Billion) and re-exports by 17 percent

*Recovery - Continued on page 10*

## Korea Set to Rank Among World's Top 8 Exporters

Korea is expected to rank among the world's top eight exporting nations for the first time ever. According to a report released Tuesday by the Institute for International Trade, the nation is on track to become the world's seventh or eighth largest exporter in 2010, edging up from ninth last year.

According to the World Trade Organization, Korea ranked seventh in the first half of this year with exports of US\$221.5 billion. China topped the list with \$705.1 billion, followed by the U.S. (\$611.7 billion), Germany (\$605.1 billion), Japan (\$362.3 billion), the

*Korea - Continued on page 10*

## Seamless Transport could increase Trade by Billions

**Sapporo**, Japan, 3 June 2010 - Improving overall multimodal performance would increase intra- and extra-regional trade up to \$500bn annually, says a report\* exploring the potential impact of enhanced multimodal connectivity in APEC.

The report comes in the run-up to a meeting of APEC Trade Ministers this weekend and draws from analysis of air, land, and maritime transport, as well as logistics performance, to capture an economy's ability to manage complex multimodal linkages.

According to the report, while individual transport modes are important,

*Increase Trade - Continued on page 11*

## \$1.2m for Maritime Education for SoCal Students

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## Read about Scottish Exporter's Doubt About Driving Recovery

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## President Obama Names Chairs for Export Advisory Group

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## WTO ruling doesn't worry Boeing

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**PARIS**, Sept. 16 (UPI) -- Boeing Chief Executive Officer James McNerney said he was heartened by a World Trade Organization ruling against airplane subsidies, saying the findings against his company seem to be not as harsh as the ones against European competitor Airbus.

"What we have heard -- indirectly, of course -- is fairly heartening in terms of the proportionality of things that were found in the case against the U.S. when compared to the case against Europe," McNerney was quoted as saying Tuesday by The Wall Street Journal after a meeting in the White House.

*WTO Boeing - Continued on page 10*

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## Notes from the President

### Look what is Happening in Global Trade

by *Dr. Donald N. Burton*



For some time the semantics of what developing nations are called has clouded their actual role and value in the emerging global marketplace. Called third-world countries, emerging nations, or other names, the name tag evokes visions that are counter to the 21<sup>st</sup> century realities of their importance. Separate from the G-20 nations and their economic realities, these emerging nations' importance and impact on the G-20s can not be dismissed. Many smaller nation's economies are fully engaged with the world, so much in fact that the global financial recovery is being led by them. And these economies are growing as a result. The reason is that they were not heavily impacted by the recession and therefore have money to spend. This issue of GlobalWatch® makes note of this impact and much more.

The UAE's (page 1) financial center has become a major player in financing trade worldwide, including in small countries, particularly in its region. That makes their views important to the rest of the world. Korea is one of the countries gaining ground as other nations are trying to find their footing in trade. (page 1)

In another article, the Port of Los Angeles looks toward the future with a unique educational program for youth that other cities should duplicate in their regions. (page 3) In this issue, Ghana announces it is reorganizing its trade practices through policy changes to ensure trade flows smoothly in the future. (page 3)

Trade security is gaining momentum as enforcement practices intensify (see BIS and DDTC updates on page 4 & 5) and comments from people who attended the BIS Update 2010 take center stage on the "In Compliance" column. (page 6)

I am pleased IIEI Certification added more Approved Providers (page 15) to its global network of education and testing centers for the "One World, One Standard" program.

Read this issue carefully as I have just touched on a few of the topics. Again, thank you for your continued strong support. Be well.

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 defense companies have  
 had employees enroll in  
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## Port of Los Angeles Authorizes \$1.2 Million To Fund Maritime Education and Career Opportunities

**San Pedro, Calif.** -- August 24, 2010 — The Los Angeles Board of Harbor Commissioners has authorized \$1.2 million for the Port of Los Angeles to sponsor maritime-related educational programs in Southern California high schools to promote international trade and career opportunities. The agreement with International Trade Education Programs, Inc. (ITEP) will allow hundreds of students in the Harbor Area and elsewhere to continue to receive classroom knowledge and field exposure to port and maritime business operations, as well as job opportunities connected to the nation's largest trade gateway.

"Even in lean budget times, we understand how critical it is to educate our youth about the maritime industry and enlighten them to potential career paths," said Port Deputy Executive Director Mike Christensen. "This investment is well worth it for the dividends that these students produce for our communities."

"The Port of Los Angeles has been our strongest supporter," added ITEP Chief Executive Officer Amy Grat. "The Port's vision and funding have allowed our programs to flourish and provide educational and career opportunities that would not happen without the Port's support."

Previously, the Port of Los Angeles had given grants to ITEP totaling more than \$1.2 million. With the latest authorization of funds to be allocated over three years, the

Port will have committed more than \$2.4 million to ITEP's wide range of maritime programming. Additionally, many maritime industry companies provide ITEP additional grants and sponsorships.

ITEP currently has four separate programs at Banning High School in Wilmington that focus on international trade, global environmental sciences, safety and security as well as maritime agriculture, tourism and cuisine. More programming is planned for San Pedro, Gardena, Carson and Oakland. ITEP also operates a program in Barstow.

[International Trade Education Programs](#) (ITEP) introduces high school students to careers in international trade, transportation and logistics. ITEP unites business people and educators to prepare students for a meaningful place in the world of tomorrow.

[The Port of Los Angeles](#) is America's premier port and has a strong commitment to developing innovative strategic and sustainable operations that benefit the economy as well as the quality of life for the region and the nation it serves. As the leading seaport in North America in terms of shipping container volume and cargo value, the Port generates 919,000 regional jobs and \$39.1 billion in annual wages and tax revenues. A proprietary department of the City of Los Angeles, the Port is self-supporting and does not receive taxpayer dollars.

The Port of Los Angeles - A cleaner port. A brighter future.

Port of Los Angeles  
Phillip Sanfield  
Director of Media Relations  
310-732-3568  
[psanfield@portla.org](mailto:psanfield@portla.org)

## Ghana to set up International Trade Commission

**Takoradi, Sept. 15, GNA** - A Ghana International Trade Commission (GITC) is to be established in 2013 to further champion the interest and development of the private sector in the country.


The GITC, when established would function as an autonomous body. Mr Appiah Donyina, Acting Secretary of the Tariff Advisory Board (TAB), which is under the Ministry of Trade and Industries (MOTI), announced this at a day's training workshop organized for the private sector in the Sekondi-Takoradi Metropolis on Tuesday.

Mr Donyina, also the Director in charge of Imports/Exports at MOTI, said in the interim, TAB had been put in place to take up that responsibility until such a time that the GITC takes office. TAB responsibilities include analyzing and advising the Ministry on tariff related issues and overseeing the implementation of capacity development in the public and private sector in the trade contingency measures.

The Acting TAB Secretary said it would also investigate and adjudicate complaints by domestic procedures relating to dumping, subsidization and sharp import surges and the resultant materials injury as well as investigate petitions and make appropriate recommendations to government.

Government, Mr Donyina said, was not against the importation of goods since it is a signatory to the ECOWAS trade but it must be done fairly so that inferior goods were not dumped into the country to put the local industries out of business.

**Source:** Ghana Web



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# BIS Update

Bureau of Industry and Security

## BIS Updates Encryption Export Rule; Revised Rule Streamlines Review Process

WASHINGTON - The U.S. Department of Commerce's Bureau of Industry and Security (BIS) revised its rules regarding the export of most mass market electronic products that contain encryption functions and other encryption products.

The new rule ends the U.S. government's 30-day technical review requirement to export most mass market and other types of encryption products. "Mass market" electronic products containing encryption include cell phones, laptops, and disk drives. Exporters and manufacturers of the encryption products may now self-classify the products and then export them without a license if they register on-line with BIS. BIS also requires that they submit an annual self-classification report. This rule is expected to decrease technical reviews by approximately 70 percent and semi-annual reporting by up to 85 percent.

The rule also extends the scope of License Exception ENC authorizations to most encryption technology exports, following a technical re-

Encryption - Continued on page 10

## Taiwan Exporter Sentenced To Three and a Half Years

MIAMI, FL — Yi-Lan Chen, a/k/a "Kevin Chen," 40, a Taiwan passport holder, was sentenced on Friday, August 27, 2010, to forty-two months (three and a half years) in prison on charges of conspiring to illegally export dual-use commodities to Iran. Chen's corporation and co-defendant, Landstar Tech Company Limited, a Taiwan corporation, was sentenced to one year of probation.

### The Rest of the Story

Chen had earlier pled guilty to all three counts of the Information filed against him, and Landstar Tech pled guilty to Count 1 of the Information. Count 1 of the Information charges conspiracy to export and cause the export of commodities from the United States to the Islamic Republic of Iran, in violation of the Embargo imposed upon that country by the United States ("the U.S.-Iran Embargo") and in violation of the International Emergency Economic Powers Act, Title 50, United States Code, Section 1705(a). Counts 2 and 3 of the Information charge attempts

Taiwan Exporter - Continued on page 12

## BIS Solicits Applications for President's Export Council Subcommittee on Export Administration

BIS published a Federal Register Notice extending a solicitation for private-sector executives with senior export control expertise and direct experience in relevant industry sectors to serve on the President's Export Council Subcommittee on Export Administration (PECSEA).

"The PECSEA plays a critical role in advising the Commerce Department and the Obama administration on key export control issues as we develop new regulations and policies," said Under Secretary of Commerce Eric L. Hirschhorn. "The president's export control reform effort makes it more important than ever that industry representatives at the CEO, COO or senior vice presidential level participate in the dialog through the PECSEA."

The PECSEA advises the U.S. Government on matters related to the Export Administration Act and the Export Administration Regulations with an emphasis on ways to protect national security while minimizing

Export Council - Continued on page 10



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# DDTC Update

Directorate of Defense Trade Controls

**Commodity Jurisdiction  
Requests Go on the Web**

## Amendment Removes Requirement for Prior Approval for Certain Significant Military Equipment

The Department of State amended the International Traffic in Arms Regulations (ITAR) to remove the requirements for prior approval or prior notification for certain proposals to foreign persons relating to significant military equipment. This rule is effective August 27, 2010. For complete details see Federal Register.

Federal Register

<http://www.pmdtcc.state.gov/FR/2010/75FR52622.pdf>



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## Xe Services LLC Agrees to \$42,000,000 Penalty

Xe Services LLC., also known as Blackwater Worldwide, a private-sector security services solutions provider, has entered into a consent agreement to settle 288 violations of the AECA and ITAR in connection with the unauthorized export of defense articles, to include technical data, the unauthorized provision of defense services, violating the terms of provisos or other limitations of license authorizations, unauthorized sales activity involving a proscribed country, the failure to maintain records involving ITAR-controlled transactions and false statements, misrepresentations and omissions of material facts.

Of the \$42 million penalty, the company is to pay \$30 million in installments and \$6 million toward remedial compliance measures and the remainder will be suspended if the company performs according to the consent agreement.

### Available document links:

- Proposed Charging Letter

[http://www.pmdtcc.state.gov/compliance/consent\\_agreements/pdf/Xe\\_PCL.pdf](http://www.pmdtcc.state.gov/compliance/consent_agreements/pdf/Xe_PCL.pdf)

- Consent Agreement

[http://www.pmdtcc.state.gov/compliance/consent\\_agreements/pdf/Xe\\_ConsentAgreement.pdf](http://www.pmdtcc.state.gov/compliance/consent_agreements/pdf/Xe_ConsentAgreement.pdf)

- Order

[http://www.pmdtcc.state.gov/compliance/consent\\_agreements/pdf/Xe\\_Order.pdf](http://www.pmdtcc.state.gov/compliance/consent_agreements/pdf/Xe_Order.pdf)

Source: <http://www.pmdtcc.state.gov>

The Department of State amended the International Traffic in Arms Regulations (ITAR) to address electronic submission of a request for a commodity jurisdiction determination using "Commodity Jurisdiction (CJ) Determination Form" (Form DS-4076). This rule is effective August 4, 2010.

A new form entitled "Commodity Jurisdiction (CJ) Determination Form" (Form DS-4076) has

been added to the listing of forms at 22 CFR 120.28(a)(8). This form was made available via the Directorate of Defense Trade Controls' (DDTC) Web site (<http://www.pmdtcc.state.gov>) for public use on a trial basis (as well as comment) on September 30, 2009.

As already noted in form DS-4076, information contained in the description block (Block 5) (exclusive of information legitimately identified as proprietary in Block 15) will be used in DDTC's published Commodity Jurisdiction determinations list, to be available on the DDTC Web site. Also, 22 CFR 120.4(a) is amended to state that the "Commodity Jurisdiction (CJ) Determination Form" must be electronically submitted to DDTC.

Federal Register

<http://www.pmdtcc.state.gov/FR/2010/75FR46843.pdf>

**As of August 2, 2010 all CJs must be electronically submitted.**

# In Compliance....

## ATTENDEES' COMMENTS at BIS UPDATE 2010

*Comments Heard by IIEI Senior Staff Members*

For nearly 10 years the International Import-Export Institute at Dunlap-Stone University has attended the BIS Update, often as an exhibitor. This gives our staff a good perspective on the event. This year we noted attendees came with a key purpose in mind—to understand the President's proposed restructuring and the changes impacting their company's export efforts. Held in Washington D.C. August 31-September 2, this year's conference was entitled "Export Controls in Transition." As we can attest, it lived up to its title.

As stated, attendees arrived with high expectations. Specifically they wanted to learn more about President Obama's National Export Initiative (doubling exports within 5 years), recent changes and news in EAR regulations, and most importantly, the Export Reform Initiative.

Here are some of the questions attendees brought with them to the conference. How will license applications be processed through the new one agency or entity? Will BIS or DDTC administer future license applications? Will it be a combination of both agencies or a newly created agency? How much time will this Export Reform Initiative require before it is operational? When will these changes occur? As an export compliance professional, what can I do now to begin preparing for this proposed change in export license applications and compliance enforcement? How will this impact our company and when will it happen?

The attendees were welcomed by a video presentation from President Barack Obama. Keynote remarks were delivered by US Commerce Secretary Gary Locke, with additional opening remarks from Under Secretary for Industry and Security Eric L. Hirschhorn and other senior government export officials.

The purpose of the National Export Initiative, said President Obama, is to improve economic conditions within the U.S. and worldwide creating jobs, and making U.S. goods more competitive internationally. In addition, the President said he has requested a comprehensive review of U.S. export controls to improve efficiency and promote greater attention to emerging threats and opportunities. As a result, he said, fundamental export control reform is currently under discussion among all the relevant agencies (BIS, DDTC, etc.) and with Congress.

Key remarks from Under Secretary Hirschhorn referenced legislation currently being drafted for the purpose of establishing a single export licensing agency, and a centralized export enforcement coordination center. No time line was given for its execution. Furthermore BIS is working with the State Department and other government entities to create a single I.T. system which will allow those participating entities to have immediate access to data and other information. This is important in supporting President Obama's National Export Initiative,

and to become more efficient in controlling the most sensitive U.S. products and services, as well as protecting the U.S. from those wishing us harm.

Currently a three-tier system for categorizing exports is under consideration. The most sensitive tier would be for any product or service currently requiring an export license to be sent to any country. Below this tier will be a middle tier that would be a product or service currently needing an export license to approved non-US Allies. The lowest tier would be products and services which currently do not require an export license (EAR99, NLR). Additional license exemptions and exceptions will be added to allow U.S. companies to better compete internationally for sales of products/services.

By the end of the conference, attendees understood that at this time (things could change) the following objectives needed to be achieved by the USG for the National Export Initiative and Export Reform Initiative to be implemented:

1. Taking two export control lists (EAR's CCL and ITAR's USML) and making it one combined list.

**...a three tier system for categorizing exports is under consideration**



**Rumored Changes to U.S. Customs Valuation  
Treatment of Transfer Pricing**  
**This could Impact Related Party Import  
Transactions / Transfer Pricing**

Recently, word has spread in the importing community that US Customs and Border Protection (CBP) is contemplating changes to the way it interprets the customs valuation statute related to income tax transfer pricing rules for related party pricing, and more specifically, to compensating adjustments. These potential changes could affect the declared value of imported goods (and consequently the import duties/fees paid on those goods) for large companies with many related party sales according to a transfer pricing formula.

The overlap between customs valuation rules for imported merchandise and income tax transfer pricing rules for related party pricing has been debated in trade circles for at least the past decade. Multinational corporations (MNCs) must set transfer pricing policies in accordance with Section 482 of the Internal Revenue Code; and most major players have a bilateral Advance Pricing Agreement (APA) with the Internal Revenue Service (IRS) and a foreign income tax authority.

To justify a transfer pricing systems for customs valuation to CBP, MNCs will often present the APA or similar agreements as evidence to CBP. However, CBP does not automatically accept the agreements; instead CBP has stated this information, alone, is not enough support for the idea that the related party transaction/transfer price has been set to represent an arm's length transaction (although it may provide persuasive information to CBP's analysis).

The agency is grappling with the issue of "compensating adjustments" to transfer prices and their impact on declared customs values

(especially when duty refunds are involved). Transfer pricing adjustments are made to bring the transaction value of imported merchandise into compliance with IRS arm's length pricing standards. While most importers and tax authorities would view compensating adjustments as a normal and expected part of inter-company pricing, CBP policy on compensating adjustments in the customs valuation context is complicated and often confusing.

Recent rulings indicate that CBP may be reconsidering its position on compensating adjustments. Our group is monitoring these potential developments.

**About the Author**

David Salkeld, (202) 857-6478, Salkeld.david@arentfox.com; Arent Fox Kintner Plotkin & Kahn LLP, <http://www.arentfox.com/>

**Technical Data Final  
Rule Published**

On August 27, 2010, the Department of State (DOS) published in the Federal Register a final rule amending the International Traffic in Arms Regulations (ITAR) with regard to the export of technical data.

According to the rule, the ITAR amendment has been made to clarify an exemption for technical data. This exemption "covers technical data, regardless of media or format, sent or taken by a U.S. person who is an employee of a U.S. corporation or a U.S. Government agency to a U.S. person employed by that U.S. corporation or to a U.S. Government agency outside the United States."

**Source:** Expeditors Newsflash, (206) 674-3400, [expeditors.newsflash@expeditors.com](mailto:expeditors.newsflash@expeditors.com)  
<http://omino.expeditors.com/apps/newsflash/Newsflash.nsf>

*In-Compliance - Continued from page 6*

2. Propose taking three licensing agencies (BIS, DDTC, OFAC and perhaps others) and making it one entity.

3. Taking multiple enforcement groups across agencies and making it one single group.

4. Having all USG agencies involved in export control use a single I.T system so each agency can work more efficiently, immediately share information, and provide quality customer service to companies wishing to export.

A key point to note is that it appeared all BIS Update attendees and U.S. companies present expressed support of the National Export Initiative and Export Reform Initiative. However there was a concern about potential turf battles and politics between government agencies. Of critical concern was the priority Congress would place on these initiatives. Does Congress possess the political will needed to

Will Congress  
place...a high  
priority on these  
initiatives?

work through these initiatives thereby supporting an improved economy or will party politics and midterm elections rule the day? Attendees to the conference (US Exporters) stated they have international customers willing to buy, but those customers will buy elsewhere if U.S. vendors continue to be handcuffed by compound regulations and nonresponsive authority. Everyone asked if Congress is up to the task at hand or will internal politics prevail? So where are we at in having these things happen? Be patient export community, we are looking at a time period that is not within our immediate future.



Officially the Arab Republic of Egypt, Egypt is a country mainly in North Africa, with the Sinai Peninsula forming a land bridge in Southwest Asia. Thereby, Egypt is a transcontinental country, and is considered to be a major power in North Africa, Mediterranean Region, African continent, Nile Basin, Islamic World and the Red Sea. Covering an area of about 1,010,000 square kilometers (390,000 sq mi), Egypt is bordered by the Mediterranean Sea to the north, the Gaza Strip and Israel to the northeast, the Red Sea to the east, Sudan to the south and Libya to the west. Egypt is one of the most populous countries in Africa and the Middle East. The great majority of its estimated 79 million people live near the banks of the Nile River, in an area of about 40,000 square kilometers (15,000 sq mi), where the only arable

agricultural land is found. The large areas of the Sahara Desert are sparsely inhabited. About half of Egypt's residents live in urban areas, with most spread across the densely populated centers of greater Cairo, Alexandria and other major cities in the Nile Delta.

In 2004, Egypt aggressively pursued economic reforms to attract foreign investment and facilitate GDP growth. The global financial crisis has slowed, but not stopped, the reform efforts. The international economic downturn slowed Egypt's GDP growth to 4.7% in 2009, predominately affecting export-oriented sectors, including manufacturing and tourism, and Suez Canal revenues. Growth in domestic sectors, including energy, transportation, telecommunications, retail trade, and construction kept

economic growth from falling further in 2009. The government announced three separate stimulus packages between the end of 2008 and the end of 2009 totaling \$6.3 billion, but it is not clear how much has been spent. Despite high levels of economic growth over the past few years, living conditions for the average Egyptian remain poor.

### *Egypt at a Glance*

GDP – Official Exchange Rate: \$188 billion (2009 est.)  
 GDP – Real Growth Rate: 4.7% (2009 est.)  
 GDP – (PPP): \$6,000 (2009 est.)  
 Inflation Rate – Consumer Prices: 11.8% (2009 est.)  
 Labor Force: 25.4 million (2009 est.)  
 Unemployment: 9.4% (2009 est.)  
 Population: 78,866,635 (July 2010 est.)  
 Exports: \$24.26 billion (2009 est.)  
 Exports - Commodities: crude oil and petroleum products, cotton, textiles, metal products, chemicals, processed food  
 Exports - Markets: US 7.95%, Italy 7.26%, Spain 6.78%, India 6.69%, Saudi Arabia 5.53%, Syria 5.3%, France 4.39%, S.Korea 4.27% (2009)  
 Imports: \$47.59 billion (2009 est.)  
 Import - Commodities: machinery and equipment, foodstuffs, chemicals, wood products, fuels  
 Import - Markets: US 9.92%, China 9.63%, Germany 6.98%, Italy 6.88%, Turkey 4.94% (2009)  
 Foreign Exchange Rate: Egyptian pounds (EGP) per US dollar - 5.6 (2009)  
 Internet Users: 11.414 million (2008)  
 Internet Hosts: 177,443 (2009)

Source: CIA World Fact Book

Egypt possesses one of the most developed and diversified economies in the Middle East, with sectors such as tourism, agriculture, industry and service at almost equal rates in national production. Consequently, the Egyptian economy is rapidly developing, due in part to legislation aimed at luring investments, coupled with both internal and political stability, along with recent trade and market liberalization.





## Officials Doubt Scotland Exporters' Ability to Drive Recovery

*The ability of Scottish exporters to drive the country's economic recovery has been cast into doubt by a Scottish Parliament report that criticized the country's export performance as "increasingly patchy".*

The economy, energy and tourism committee's international trade inquiry report criticised delays in filling the chief executive role at key trade body Scottish Development International (SDI) 10 months after it was vacated.

The MSPs called for greater strategic focus by SDI and said it should be supported by the creation of a network of Scottish trade counsellors.

They also want a network of Scottish trade ambassadors established, comprised of former government ministers and business people, who will lead trade delegations.

Committee convener Iain Smith said: "Scotland is slowly coming out of recession, but is lagging behind some other economies, such as Asia, so now is a good time to tap into growing overseas markets.

The Lib Dem MSP added: "While Scotland has a good track record in export markets across a number of sectors, such as oil and gas and whisky, overall performance is inconsistent. We have to make a step change in our performance and increase the number of firms that see exports as a route to future growth."

The latest figures show exports from Scotland continue to grow despite a fall back for the UK as a whole.

But the MSPs are concerned that just 5% of exporters are based in Scotland, even though it hosts around 8% of UK companies.

They also highlighted a 30% drop in manufactured exports in the last decade.

The committee expressed concern about the lack of a permanent successor to Lena Wilson, who left SDI last November when she succeeded Jack Perry as chief executive of Scottish Enterprise.

Since then the post has been held on an interim basis by David Smith, SDI's director of operations.

The MSPs want the new management of SDI to adopt a more strategic approach to its work so that its focus is on increasing the number of firms that want to pursue exporting.

The committee said trying to provide advice from its current network of 22 offices "is neither credible nor effective".

To support SDI it wants a network of trade counsellors established but called for "maximum coverage for minimum overheads".

**Source:** Herald Scotland  
<http://www.heraldscotland.com/business/corporate-sme/holyrood-doubts-exporters-ability-to-drive-recovery-1.1054612>

## China Hopes to Expand Trade with Moldova

China has emphasized political and economic exchanges with Moldova and hopes to further trade cooperation with the country, a Chinese official said Tuesday.

"Bilateral economic and trade cooperation between China and Moldova has developed rapidly, in spite of the impact of the global financial crisis," Wan Jifei, Chairman of the China Council for the Promotion of International Trade, said at a trade forum between China and Moldova in Beijing.

Moldova's Prime Minister, Vlad Filat, attended the forum.

"Entrepreneurs from Moldova have brought a lot of investment projects and products, which have attracted many Chinese counterparts," said Wan, also chairman of the China Chamber of International Trade.

However, enterprises of the two countries still lacked knowledge of each other's strong industries and products, he added.

He suggested that the China Chamber of International Commerce and its counterpart in Moldova set up a mechanism for the promotion of products and visits by businessmen and officials.

Data from China's Ministry of Commerce showed that bilateral trade between China and Moldova topped 75.83 million U.S. dollars in 2009, up 2.6 percent year on year.

**Source:** <http://english.cri.cn/6909/2010/09/15/2021s594499.htm>

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*Recovery - Continued from page 1*

(Dirhams 12 Billion), further highlighting the effectiveness and benefits of the adopted open economic policy in ensuring strong ties between the national and global economy. He added that the World Trade Organization's announcement attributed the 35 percent increase in exports from Africa and the Middle East during the first half of this year to the increased demand for commodities in Asia and the United States of America and the increase in their prices.

The WTO announcement stated that the Commonwealth States achieved high growth rates in exports - 44 percent increase - thus boosting growth in the volume of international trade. Additionally, the WTO added that foreign trade between EU member states and the rest of the world was more than trade within the EU, even though the latter also witnessed an increase.

**Editor's Note:** UAE has become an important global financial center. Their views on the status of the recovery are important to international markets.

**Source:** Emirates News Agency

*Encryption - Continued from page 4*

view. In addition, it adds a decontrol note for items that perform "ancillary" cryptography, which covers items such as games, robotics, business process automation, and other products that contain encryption capabilities but do not have communication, computing, networking or information security as a primary function.

**Source:** [http://www.bis.doc.gov/news/2010/bis\\_press06252010.htm](http://www.bis.doc.gov/news/2010/bis_press06252010.htm)

*Korea - Continued from page 1*

Netherlands (\$274.2 billion), and France (\$255.9 billion). Italy came in eighth with \$213.8 billion, and Belgium ninth with \$201.3 billion.

Among major exporters, only Korea and China saw their exports surpass the levels seen prior to the global economic downturn, the IIT report said. Korea's outbound shipments increased 3.5 percent in the first six months of this year compared to the same period in 2008. In contrast, Italy and Belgium, whose exports are around the same size as Korea's, posted declines of over 20 percent.

**Source:** Chosun Ilbo (News Agency)  
[http://english.chosun.com/site/data/html\\_dir/2010/09/15/2010091500339.html](http://english.chosun.com/site/data/html_dir/2010/09/15/2010091500339.html)

*Export Council - Continued from page 4*

potential adverse impacts on U.S. industry. The subcommittee is seeking private-sector members with expertise in technologies affected by export controls, including the aerospace, information technology, machine tool, semiconductor, telecommunication, pharmaceutical, and chemical sectors.

PECSEA members are appointed by the Secretary of Commerce and serve at the Secretary's discretion. Membership reflects the department's commitment to attaining balance and diversity and private-sector input. Members must obtain secret-level clearances prior to appointment. The PECSEA meets 4 to 6 times per year, and members will not be compensated for their services.

Applicants should send a short biographical sketch to Ms. Yvette Springer at [Yspringer@bis.doc.gov](mailto:Yspringer@bis.doc.gov). For more information, please contact Ms. Springer on 202-482-2813.

**Source:** <http://www.bis.doc.gov/news/2010/bispress09092010.htm>

*WTO Boeing - Continued from page 1*

The ruling hasn't been released yet, and it likely won't for several more months, but European officials have issued statements unveiling what they said were some of the ruling's key findings.

The WTO panel in the ruling "condemns the massive subsidies" issued by the U.S. government and "received by Boeing, which violate WTO rules," French Transport Minister Dominique Bussereau said in a statement. The European Union previously claimed that Boeing received more than \$20 billion in illegal subsidies and officials in Brussels said the ruling backs up that claim. The WTO in June released a ruling claiming that Airbus received billions on government-issued, low-interest loans and research grants to develop planes such as the giant A380 jumbo, a decision Brussels has appealed. The new ruling, Bussereau said, swings the pendulum back and "brings enormous satisfaction to the French and European aviation industry and saves jobs and the future of this industry."

Boeing and Airbus have been locked in a years-long court war that observers say might end with a settlement. The companies are fierce competitors in defense markets, including in the United States where Boeing and European Aeronautic Defense and Space Co., the parent of Airbus, are trying to win a \$35 billion contract to outfit the U.S. Air Force with 179 in-flight refueling tankers.

The Air Force has been eager to replace its Eisenhower-era tankers and is to announce a bid winner this fall. The Europeans are throwing their KC-45 tanker, a large plane based on the Airbus A330, into the race. Boeing is bidding with an altered version of its 767, called New Generation Tanker, which is slightly smaller and probably cheaper than the KC-45; the European plane has logged more flight testing hours and is closer to serial production, experts say.

Both companies have argued that winning the contract would create and support thousands of U.S. jobs.

Increase Trade - Continued on page 11

making them work together through an efficient logistics system is even more important. Moreover, while the benefits of transport efficiency would be most visible in consumer goods, every sector performs better in direct relation to transport connectivity and efficiency.

The report therefore recommends that:

- Investment in trade- and transport-related infrastructure development and maintenance should remain a priority for APEC member economies. Regional or sub-regional collaboration may be appropriate.
- Regulatory reform based on cost-benefit analysis can help increase connectivity and improve the quality of service provision in vital areas, such as transport logistics.
- The private sector should be engaged as a partner in infrastructure development and regulatory reform. Development of private sector competence in areas such as logistics should

remain a key priority for member economies.

According to Dr. Ben Shepherd, lead author of the report, these observations are particularly important for developing member economies. Achieving the right balance between infrastructure investment, maintenance, and private logistics sector development remains crucial to enhancing overall competitiveness and boosting trade performance. Moving forward on all fronts simultaneously is likely to bring the greatest rewards.

The study was commissioned by APEC's Committee on Trade and Investment which is tackling chokepoints in the regional supply chain. It was undertaken by the APEC Policy Support Unit which conducts research and analysis to better inform policy-makers. To access the entire report, go to: <http://www.apec.org>

For more information, contact: [media@apec.org](mailto:media@apec.org)

*\*The Economic Impact of Enhanced Multimodal Connectivity in the APEC Region, APEC Policy Support Unit, June 2010*



Left to right: Tyra Andrews DSU Registrar, Valeri Burton, DSU Senior VP, Dr. Donald Burton DSU President, Forte Gerardo President Filinter Group Trading Co. Ltd. and his wife, Sal.

### Boeing's McNerney, ADM's Woertz, UAL's Tilton join Obama's Export Council

By: Ann Weiler July 07, 2010

Crain's) -- President Barack Obama has picked Boeing Co. CEO W. James McNerney to be chairman of a new advisory group on exports.

Glenn Tilton, UAL Corp.'s chairman and CEO, and Patricia Woertz, CEO of Archer Daniels Midland Co., also were named Wednesday to the President's Export Council.

The president appointed 15 other business, labor and government leaders -- including former Boeing executive Alan Mulally, now CEO of Ford Motor Co., Walt Disney Co. CEO Robert Iger, and Verizon CEO Ivan Seidenberg -- to the council. Ursula Burns, CEO of Xerox Corp., will serve as vice-chair.

Mr. Obama declared good progress on his pledge to double U.S. exports over the next five years, saying Wednesday that the nation's sales abroad were up 17% in first four months of this year over last year. The president said a cabinet of key administration officials will meet every few months and is set to release a summary report in September.

Speaking at the White House to a gathering of government and corporate officials, Mr. Obama said his administration is "bringing to bear the full resources of the United States government."

"Our efforts are off to a solid start," he said, according to remarks released in advance by the White House.

He touted dozens of trade missions abroad and efforts to make global trade more fair.

Increased access to financing for small and medium-size businesses has resulted in a more than doubling of loans from the Export-Import Bank since last year, Mr. Obama said, helping support nearly 110,000 jobs.

The president said his administration also is working hard to remove trade barriers and open new markets by pursuing new trade agreements with other countries and acting when other nations -- such as Russia or China -- throw roadblocks in the way. Mr. Obama said these steps are "worth more than \$1 billion to American businesses."

"This is a nation that has never shied away from the prospect of competition," he said. "And we're upping our game for the playing field of the 21st century."

(The Associated Press contributed to this report.)

Printed from [ChicagoBusiness.com](http://ChicagoBusiness.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, impacting 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.



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For more information, contact Kelly Waterhouse at [kwaterhouse@dunlap-stone.edu](mailto:kwaterhouse@dunlap-stone.edu)

Taiwan Exporter - Continued from page 4

to export and cause the export of commodities from the United States to the Islamic Republic of Iran, in violation of the U.S.-Iran Embargo and in violation of the International Emergency Economic Powers Act.

According to documents filed, Chen, by and through Landstar Tech Company Ltd, communicated and coordinated with co-conspirators in the United States, Iran, Hong Kong, and elsewhere and facilitated the attempted export of dual-use goods from the United States to Iran. In so doing, Chen communicated with and took requests for U.S.- manufactured goods from customers in Iran. Chen and Landstar Tech then purchased those U.S.-manufactured goods from U.S. companies and misrepresented to those U.S. companies the ultimate end-user or consignee of the goods.

With respect to the particular items charged in the Information, Chen made arrangements with a federal agent acting in an undercover capacity to have those U.S. goods hand-delivered by the undercover agent to Chen in Guam, a territory of the United States. Chen then planned to transport those goods back to Taiwan and then on to his customers in Iran. Chen and Landstar Tech also received payment for the purchase and shipment of the U.S. goods from his customers in Iran and then used funds received from the customers in Iran to pay the U.S. companies for those goods.

Specifically, Chen and Landstar Tech conspired to export and cause the export of and attempted to export and cause the export of 120

circular hermetic connectors (Model MIL-C-81703/Part No. 8403-7-50P) and 8,500 glass to metal seals of various item numbers. The circular hermetic connectors and the glass to metal seals were manufactured in the United States and are dual-use commodities. That is, they are goods or technologies that have commercial application, but also could make a significant contribution to the military or nuclear potential of other nations and could be detrimental to the foreign policy or national security of the United States.

Chen ultimately failed to deliver the circular hermetic connectors or the glass to metal seals to his customers in Iran due to law enforcement intervention. That is, U.S. Department of Commerce agents seized the first attempted shipment of 60 glass to metal seals prior to their export from the United States. And, federal agents from the United States Department of Commerce and the United States Department of Homeland Security and ICE special agents arrested Chen in Guam before he took delivery of the 60 additional circular hermetic seals or the 8,500 glass to metal seals from a federal law enforcement agent acting in an undercover capacity.

Chen has been in federal custody since his arrest in February of this year.

Source: <http://www.bis.doc.gov/news/2010/doj08302010.htm>



## Dunlap-Stone University

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### AABA Program: A Strong Start to Reaching Your Goals

Dunlap-Stone University is now accepting applications for enrollment and completing transcript evaluations for students enrolling in the Associate of Arts in Business Administration (AABA) program. The AABA is a great intermediary step for students who would like to work toward their bachelor's degree in business, or those who are seeking an additional credential to differentiate themselves in the workplace beyond a certification

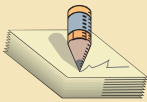
program. Contact an advisor today to talk about how transfer credit can shorten the path to a degree or how the AABA program was designed to serve as a midway point to DSU's bachelor's degree. Classes are online, designed for working adults and are a great stepping stone for those with no college experience, or for those that may have started, but never finished at some point in the past. This 60 credit hours program is the perfect compliment for those who want to build their skills within a discussion-driven, practical application environment.

### Brief Notes

Did you know that most college credits earned never expire and can be used toward your DSU degree? Contact an Advisor today to discover how close you might be to completing your degree.

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Did you know that instructors have seven days after the end of class to submit final class grades to DSU's Registrar's Office.



## Dunlap-Stone University Student Honor Roll

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

Akinbisola Akinroye – IA  
Rebecca Allan - WI  
Tyra Andrews - AZ  
Dave Baptiste – FL  
Frank Beyersbergen - GA  
Eric Blum - SC  
Michael Bundy - CO  
Carolyn Burkhead - IL  
Joseph Caputo - AZ  
Liren Chen - NY  
Galen Cloud - TX  
David Dean – IA  
Linnea Deeds - MO  
Bernadetta Elder – MD  
Deborah Fenn - KS  
Deborah Gille - VA  
Janice Glad – FL  
Alvis Guillen - FL  
Claire Hoberecht - WA  
Jan Hoffman - WI  
Cindy Hollohan - MA  
Nathan Johnston - CA  
Vera Katz - MD

Arthur Kear - PA  
Kristen Kopp - PA  
Barbara Kostakos - MD  
David Lake – AZ  
Vickie Lanich - OH  
Katie Lynch - CT  
Terrance Mason - VA  
Rita McCabe – NH  
Angie McDaniel - GA  
Stuart McLanahan - TX  
Gamaris McNally – NC  
Douglas Munro - MI  
Jeff Norris – CO  
Andrew Olearnick - CT  
Christine Padron - FL  
Annissa Pellicano – TX  
Mathias Petzold - GA  
Richard Powell – VA  
Kimberly Pritula - NH  
Robert Pugh – NM  
Christina Quintal - MI  
Alecia Rice - OK  
Kendra Riley - GA

Robyne Roberts – FL  
Jennifer Robertson-Ahrens - FL  
Heidi Sankey – WI  
Jamie Schaeffer - PA  
David Schultheis - MD  
Tanya Siebert - MO  
Paula Smith - PA  
Nikita Stamm – KY  
Heather Steckel - AL  
Debra Straume - WA  
Judith Tanai - CA  
Pamela Turinsky - PA  
Kelly Vento-Hamm – CA  
Richard Voorhees - TX  
Shelley Vybiral - PA  
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Charlton Winston – FL  
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***Congratulations to Everyone! Well done!***

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Dunlap-Stone University (DSU) is very proud to announce that, effective for the 2010-2011 academic year and onward, the admissions team will accept credits earned from our new partner, *StraighterLine*. Similar to coursework completed at Dunlap-Stone University, credits earned at *StraighterLine* are completed at a distance (100% online). The difference is the classes are self-paced and correspondence-based coursework, which is ideal for a large percentage of DSU's students who need increased flexibility in completing their general education coursework. Students can now complete that spare math or English class before, during, or after enrolling in major courses at DSU – it's their choice.

This new partnership expands credit transfer options to prospective and current DSU students. The choices for completing general education components via transfer credit are as follows.

### Critical Thinking Class Debuts

Dunlap-Stone University's initial offering of Critical Thinking and Analysis (HAS-103) has almost ended as this issue of *GlobalWatch*® goes to press. The reaction from the students has been overwhelmingly positive, noting that the course has valuable applications to both their academic and business careers. Working through a methodical process, the course is supplemented by outside articles, video lectures from great thinkers and culminates in the development of a portfolio of student work that demonstrates their critical thinking skills. The course will be offered again in January.

- Traditional on-ground courses at a local community college or state university,
- Online courses offered by a local or national chain of traditional schools,
- Credit by examination through the College Board's CLEP Exam programs,
- Self-paced online coursework through *StraighterLine*!

Seeking to complete your degree? For more information, contact Dunlap-Stone University's student counselors for a no-commitment evaluation of your records today. Let us help you identify your existing credit and determine what degree-completion option fits your educational needs. If you need general education courses to round out your degree, chances are Dunlap-Stone University and *StraighterLine* can help

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## Class Start Dates

### September 2010

TRD 317 FCPA Introduction to FCPA  
TRD 320 ETC Ethics in Trade Compliance  
BUS 404 RSCH Researching the Global Village  
TRD 307 EAR Understanding the EAR  
TRD 311 DCE Doc for Export Compliance  
TRD 306 ITAR Understanding the ITAR  
TRD 214 TC1 Trade Compliance Environment 1  
BUS 113 TCB Topics in Contemporary Business  
BUS 118 WRI Introduction to Business Writing  
BUS 303 ETH International Business Ethics  
FAE 263 PME Principles of Micro Economics  
FAE 302 FIN Global Finance  
HAS 105 WAC Writing Across the Curriculum  
MGT 402 GSM Global Strategic Management  
MGT 445 HRM Competitive HR Mgmt  
SCM 202 LOG 21st Century Logistics  
SCM 379 WAR Warehousing Practices & Principles  
TRD-299 AUI Agreements under the ITAR  
TRD-141 Incoterms 2010  
TRD 129 IMP Introduction to Importing  
TRD 225 DOC Doc for the Global Village  
TRD 306 ITAR Understanding the ITAR  
TRD 320 ETC Ethics in Trade Compliance

### October 2010

TRD 311 Documentation for Export Compliance  
HAS 191 Introduction to Theatre History  
TRD 307 Understanding the EAR  
STM 171 Introduction to Physical Science  
TRD 366 Topics in Import Management  
TRD 308 Mastering ITAR Exemptions  
TRD 215 Trade Compliance Environment II  
TRD 350 PRC China Export Controls Overview  
TRD 201 Exporting Importing Environment  
TRD 320 Ethics in Trade Compliance  
BUS 405 Global Business Plan  
TRD 306 Understanding the ITAR  
STM 108 Introduction to Mathematics I  
TRD 323 Australia Defense Trade Control & Compliance  
TRD 318 Introduction to the Office of Foreign Assets Control (OFAC)  
TRD 311 Documentation for Export Compliance  
TRD 307 Understanding the EAR  
TRD 322 NAFTA & Other FTAs

### 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

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





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Donna Logan	TX	Debra Straume	WA
Scott Long	TN	Judit Tanai	CA
Jeffrey Marden	CO		

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- Eze Jude Ifeanyi
- Unameh, Idoko Joseph
- Fakoya, Olusola Michael
- (Capt.) Samson Oladipo Oke
- Solaja Abayomi .S.
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- Obodagu John Preden
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(no website available)

**The Filinter Training to Trade Center** – Aurora, Ontario Canada  
<http://www.filinter.com>

**Highline Community College** – Des Moines, Washington USA  
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