



# Global Watch®

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## Dunlap-Stone University's "A+" Report Card

As President Obama's call to increase the number of graduates in the U.S. by 2020 spurs conversations about student engagement and graduation rates across the country, Dunlap-Stone University is pleased to announce its own internal report card, suggesting that DSU's completion rates and other statistics significantly exceed the national and state averages.

The national statistics are alarming: just over half of all students who start a four-year college degree finish within six years. The U.S. Department of Education suggests that at least 60% of all jobs in the future will require some sort of postsecondary education. Yet, for the last

two groups of DSU students reported, Dunlap-Stone University boasts a 67% retention rate. That means for every three students that started the program in 2006 and 2007, at least two have either graduated or are still on path to graduation. Public schools in the state of Arizona could only report a 55% average, while other private four-year programs reported only 44% on-time graduation. DSU students say they would recommend our courses over 98% of the time.

What does DSU do that other institutions don't? First and foremost, *Professionally Significant Degrees™* tie your program of study to real world skills and

Report Card *Continued on page 14*

## South Korea - EU Trade Deal will Impact Trade Globally

By Nam You-Sun  
| AFP

A sweeping free trade agreement between South Korea and the European Union will have a worldwide impact, the EU's ambassador in Seoul said Thursday, on the eve of its implementation.

Tomasz Kozlowski said the FTA — the first in Asia for the world's largest economic bloc — was a "win-win" agreement and would be a model for others that the EU is negotiating in the continent.

The deal will "have a wide impact in Asia and in the world", Kozlowski told a news conference. "It shows the potential for increasing growth and jobs through greater trade between Europe and Asia."

Apart from multiplying the flow of goods and services, the agreement would "boost exchange of ideas, exchange of

people and culture, and ultimately will bring Korea and the EU much closer", he said.

The EU is currently South Korea's second largest trading partner after China, taking almost 20 percent of its exports.

EU exports to South Korea are worth 28 billion euros (\$40.5 billion), while Korea's exports to Europe amount to 38.7 billion.

From Friday the FTA will scrap 70 percent of customs duties, rising to 98.7 percent over the next five years.

Within the next three years, tariffs on 96 percent of EU goods and 99 percent of South Korean goods will be eliminated.

Kozlowski said some studies forecast the FTA will boost trade by 50 percent in the short term and more than double it over the next two decades.

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## Malaysia: Total Global Trade Grows 5.5%

KUALA LUMPUR, (Bernama) — Malaysia recorded a year-on-year growth of 5.5 per cent in total trade to RM101.7 billion in May, compared with the RM96.433 billion registered in the same month last year, said International Trade and Industry Minister Datuk Seri Mustapa Mohamed.

He also said in a statement on the preliminary external trade statistics for May, that exports expanded 5.4 per cent to RM55.09

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## Notes from the President

# Change is a Constant Around Here

by *Dr. Donald N. Burton*



Sometimes it is hard to believe how far we have come over the years, and the tremendous growth and acceptance of our education and industry certification programs in such a short time. It was mid-2004 when Deputy Under Secretary Neal Burnham of the U.S. Department of Commerce in a letter “applauded” IIEI Certification’s efforts at providing a valuable global certification standard for international trade professionals in all nations. Since then IIEI Certification has become the accepted Global Trade Standard, serving the world.

Since 2004 much has happened within our educational programs as well. In support of IIEI Certification’s mission of establishing and maintaining global standards for trade and validating the competency of people to those standards, Dunlap-Stone University’s International Import-Export Institute has been working hard to provide training and education offerings relevant to trade professionals around the world. This includes over 50 trade compliance related courses offered in support of certification preparation and degree program specializations while meeting the specific requirements of industry. People in over 140 nations have recognized and accepted IIEI Certification and many have trained with DSU or other approved providers to our standards.

Since we began offering programs in 1995, thousands of students have enrolled in the college, which gained

national accreditation as a postsecondary institution in 2003. We have grown from a degree-completion program with one major to offering a full four-year bachelor degree. We expanded our Bachelor of Science in International Trade Management to include three emphasis areas: global supply chain management; trade compliance management, and management. We added an Associates of Arts degree in Business Administration in 2010. In this issue, you will note we have three new graduates in our Bachelor degree program (page 15). In 2012 we will add minimally one more Professionally Significant Degree™ to our offerings. You can read more about how a DSU degree might fit into your life in this issue (page 3).

As Export Controls Reform (page 6) take place over the next months, evolving to meet the emerging needs in the markets we serve, Dunlap-Stone University and its premiere international trade business school, the International Import-Export Institute, are positioned better than ever to meet the needs of industry. We are here for you. As rules and regulations change, as they have been constantly for years, you can be confident our flexible, up-to-date courses will continue to meet your education and compliance training needs.

Thank you for your belief in us and for your continued strong support. Be well.

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**100** of the top U.S.  
 aerospace and  
 defense companies have  
 had employees enroll in  
 courses leading to  
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## Finding the Balance After Life Gets in the Way

By Caulyne Barron  
V.P. Online Programs

It can be difficult for working adults to begin a college degree program, or finish one that fell off-track a decade ago. Over half of all American adults between the ages of 25 and 64 have no postsecondary degree, and there are seven million adults aged 25-34 with some college, but no degree according to the U.S. Census Bureau. Many want to return to school, or need the credentials a degree provides, but think it is impossible to add to their already crowded and busy lives. Many Dunlap-Stone University (DSU) students felt the same way. Yet, in DSU's programs, they found the flexibility, practicality and support to realize their goals.

DSU graduate Raj Ohneswere described the challenge many students have, "As you know, balancing work and school is extremely challenging and the freedom and ease of taking classes using this well designed online model made this possible for me." Online programs and flexible scheduling allow busy adults the opportunity to study and participate in virtual classroom dis-

cussions when it is convenient for them, without compromising educational quality or value. Student Wanda Brintle confided, "I was anxious because this was my first online experience and it has been years since I was in school. I am glad to report that I enjoyed it immensely." Advising staff and technical support help ease the transition back into the classroom where dedicated, knowledgeable faculty cultivate learning experiences based in the real-world.

Without geographic boundaries, our students and faculty bring unique perspectives from around the country and the globe. Reasons for going back to school are as varied as our students themselves. Some describe it as unfinished business, or required for career advancement or job security, or simply to be a role model to their children. Regardless of the reason, the U.S. Department of Education notes, "In the coming decade, individuals with professional certificates and postsecondary education degrees at the associate, bachelor's, and graduate levels are projected to experience higher levels of employment and wage growth than those without."

The right program depends on the individual and their personal goals. For some, professional certification is a way to differentiate themselves from their peers, gain-

ing the knowledge and skills necessary for advancement within their technical careers. "Certification preparation has directly affected my current responsibilities; knowing the [export] regulations, associated short cuts, and networking with the other professionals in my 'virtual classroom' has saved me countless precious hours," noted student Mary Jean Walters.

Others began or returned to undergraduate studies at DSU because the *Professionally Significant Degrees*<sup>TM</sup> were relevant and immediately applicable in their careers. Students can network with others in their field and immediately apply the skills and knowledge they gain. As Rita McCabe, a DSU graduate, said, "The global economy will only grow in the years to come and with this degree, you have helped me to better position myself to be successful within it." Prior-learning assessment, work experience, and transfer credit may shorten the path to a degree for many students, making a degree even more attainable.

Our students find the time in their schedule because they view their studies as a way to meet their personal and professional goals in a format that views them as individuals with important contributions to make. Another student, Heather Beresford, described her studies by saying, "The coursework was challenging and our instructor was helpful and encouraging. Like all good classes, it helped me to think about things from a perspective I hadn't thought of before." This is the goal of all education, and promotes lifelong learning.

Seven million adults aged 25-34 have some college, but no degree

balancing work and school is extremely challenging



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DSU Online Store yet?

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# BIS Update

Bureau of Industry and Security

## North Carolina CEO Fined for Export Violations Involving Libya

WASHINGTON – The Commerce Department’s Bureau of Industry and Security (BIS) announced that Mohammed El-Gamal, also known as Moe Zayed El-Gamal, President and CEO of Applied Technology Inc. (ATI), located in Kenansville, NC, has agreed to pay a civil penalty of \$340,000 to settle allegations that he committed four violations of the Export Administration Regulations (EAR) related to the export of controlled networking equipment to Libya without the required export licenses.

“The defendant’s actions in this case to subvert the export licensing process and mislead the investigation will not be tolerated,” said Assistant Secretary of Commerce for Export Enforcement David W. Mills. “I commend the Special Agents from our Washington Field Office for their outstanding work on this investigation.”

*Libya - Continued on page 10*

## Export Control Reform Initiative:

### Strategic Trade Authorization License Exception

DOC Secretary Gary Locke announced June 16th, 2011 the next step in President Obama’s export control reform (ECR) initiative aimed at strengthening U.S. national security and ensuring the competitiveness of American companies abroad. The Department will implement a new license exception, Strategic Trade Authorization (STA), that will facilitate exports between the United States and partner countries while enhancing the competitiveness of key industrial base sectors.

The Export Control Reform Initiative aims to build higher fences around a core set of items whose misuse can pose a national security threat to the United States. By facilitating trade to close partners and allies, the Commerce Department can better focus its

*Reform- Continued on page 10*

## Members Of International Procurement Network Indicted For Supplying Iran With U.S. Military Aircraft Components

**Total of 12 Defendants in U.S., France, U.A.E. and Iran Charged**

Seven individuals and five corporate entities based in the United States, France, the United Arab Emirates (U.A.E.) and Iran have been indicted in the Middle District of Georgia for their alleged roles in a conspiracy to illegally export military components for fighter jets and attack helicopters from the United States to Iran. One of the defendants and his company were sentenced yesterday, with the individual receiving nearly five years in prison. Another defendant and his company have admitted their illegal conduct and also pleaded guilty in the investigation.

Federal prosecutors unsealed a superseding indictment in Macon, Ga., charging eight of the defendants with conspiring to violate and violating the Arms Export Control Act

*Iran - Continued on page 9*

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## DDTC Update

Directorate of Defense Trade Controls

### International Traffic in Arms Regulations: Dual Nationals and Third-Country Nationals Employed by End-Users

#### FINAL RULE

**Effective Date:** This rule is effective August 15, 2011.

The Department of State is amending the International Traffic in Arms Regulations (ITAR) to establish a policy to address those who are unable to implement the exemption for intra-company, intra-organization, and intra-government transfers of defense articles and defense services by approved end-users to dual national and third-country nationals who are employees of such approved end-users. Prior to making transfers to certain dual national and third-country national employees under this policy, approved end-users must screen employees, make an affirmative decision to allow access, and maintain records of screening procedures to prevent diversion of ITAR-controlled technology for purposes other than those authorized by the applicable export license or other authorization

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

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## DDTC HOT LINKS

For more information about the topics in this article, click the associated link.

### Commodity Jurisdictions:

Effective June 3, applicants must download and use the updated DS-4076 Version 1.1. ([http://www.pmddtc.state.gov/commodity\\_jurisdiction/documents/DS4076.pdf](http://www.pmddtc.state.gov/commodity_jurisdiction/documents/DS4076.pdf)) All prior versions will be rejected. Applicants are advised to always use the current version on-line versus saving a copy to their desktop and re-using it.

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

· **Licensing:** Guidelines for DSP-73 and DSP-61 License Applications: Supporting Documentation Requirements has been updated. (6.27.11)

[http://www.pmddtc.state.gov/licensing/documents/gl\\_supportingdoc.pdf](http://www.pmddtc.state.gov/licensing/documents/gl_supportingdoc.pdf)

· **Licensing:** Guidelines for Requests for Proviso Reconsideration and/or Clarification has been updated. (6.27.11)

[http://www.pmddtc.state.gov/licensing/documents/gl\\_proviso.pdf](http://www.pmddtc.state.gov/licensing/documents/gl_proviso.pdf)

**Commodity Jurisdiction:** DDTC is now posting on a weekly basis the status of Commodity Jurisdiction cases in process. (6.24.11)

[http://www.pmddtc.state.gov/commodity\\_jurisdiction/documents/CJ\\_Status.xls](http://www.pmddtc.state.gov/commodity_jurisdiction/documents/CJ_Status.xls)

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

## FINAL RULE:

**Export Controls for High Performance -Computers:**

**15 CFR Parts 734, 740, 743 and 774**

This final rule revises the Export Administration Regulations (EAR) to implement changes made to the Wassenaar Arrangement's List of Dual Use Goods and Technologies (Wassenaar List) maintained and agreed to by governments participating in the Wassenaar Arrangement on Export Controls for Conventional Arms and Dual Use Goods and Technologies (Wassenaar Arrangement, or WA) at the December 2009 WA Plenary Meeting (the Plenary) that relate to Export Control Classification Number (ECCN) 4A003.

These changes agreed to at the Plenary pertain to raising the Adjusted Peak Performance (APP) for digital computers in ECCN 4A003. In accordance with the National Defense Authorization Act (NDAA) for FY 1998, the President's report for High Performance Computers was sent to Congress on February 7, 2011, to identify and set forth a justification for the new APP. This rule also makes corresponding revisions to License Exception APP, the de minimis rule, and post shipment verification reporting requirements in the EAR.

**Effective Dates:** This rule is effective on June 24, 2011.

### FOR FURTHER INFORMATION

**CONTACT:** For general questions contact Sharron Cook, Office of Exporter Services, Bureau of Industry and Security, U.S. Department of Commerce at 202-482-2440 or by *email*: [sharron.cook@bis.doc.gov](mailto:sharron.cook@bis.doc.gov). For technical questions contact: Joseph Young at 202-482-4197 or by *email* at [joseph.young@bis.doc.gov](mailto:joseph.young@bis.doc.gov).

# In Compliance....

## Statement at the House Committee on Foreign Affairs Hearing on Export Control Reform

By IIEI Staff

On May 12, 2011, Under Secretary of State Ellen Tauscher appeared before the House, discussing efforts to reform U.S. export controls. Tauscher explained that reforms stem from two priorities. “Our first priority is to improve the current system so that it enhances U.S. national security and advances our foreign policy interests around the world. Our second priority is to create an efficient system by using modern management, analytical and information-sharing best practices.” Tauscher explained that “a timely and predictable system will benefit American companies by making them more competitive in the global marketplace while we solidify our economic recovery.”

Reiterating comments from President Obama, Tauscher quoted Secretary Gates, “[It is] critically important ...to have a vigorous, comprehensive export-control system that prevents adversaries from getting access to technology or equipment that could be used against us. The problem we face is that the current system, which has not been significantly altered since the end of the Cold War, originated and evolved in a very different era, with a very different array of concerns in mind. As a result, its rules, organizations, and processes are not set up to deal effectively with those situations that could do us the most harm in the 21st Century.”

Tauscher described the four pillars of the new system:

licensing, enforcement, control lists, and information technology infrastructure. As President Obama said last August, “We need fundamental reform in all four areas of our current control system – in what we control, how we control it, how we enforce those controls, and how we manage our controls.”

Recognizing the lack of monolithic adversaries, new dangers, the power of globalization and rapid advances in technology, the Under Secretary reaffirmed commitment “to our partners in the Missile Technology Control Regime, the Nuclear Suppliers Group, the Australia Group, and the Wassenaar Arrangement.”

A task force “that included the primary departments involved in the licensing and enforcement of our strategic trade controls – the Departments of State, Defense, Commerce, Treasury, Justice, Energy, Homeland Security, and the Office of the Director of National Intelligence” was formed to lead the reform effort. They reviewed studies, including GAO reports, consulted with policy and technical experts, “to learn what works and what doesn’t.”

Tauscher explained, “The task force recommended steps to address these problems by creating standardized policies and processes and consolidating resources in four key areas. This is what we refer to as the ‘Four singularities,’ which include a single control list, a single information technology system, a single enforcement coordination

capability, and a single licensing agency.”

A three-phase plan is being used by the Administration to implement changes. “Phase I involved making core decisions on how to rebuild our lists, recalibrate and harmonize our definitions, regulations, and licensing policies to start to create the Export Enforcement Coordination Center, and decide on a consolidated licensing database. We have done that.” Phase II “includes working to revise the U.S. Munitions List and the Commerce Control List so that they use common terminologies and structures...State, Commerce, and Treasury are also in the process of adopting the Department of Defense’s export licensing computer system, which will be part of a unified, cross-government computer system for export control purposes. As part of this effort, exporters eventually will use a

*Reform Continued on page 7*



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**Reform** *Continued from page 6*

single form for applications to State, Commerce and Treasury. Exporters also will be able to submit those applications through a single electronic portal.” An Export Enforcement Coordination Center will partially consolidate and fully coordinated enforcement capability under this plan. Legislation to create a single primary U.S. export enforcement agency, “creating the “four singularities” – a single control list, a single information technology system, a single enforcement coordination agency, and a single licensing agency. This will bring the initiative to its logical conclusion. Without completing this entire agenda and creating the single list and single licensing agency, we would miss the opportunity to better focus our export control efforts, and face higher national security risks as a result.”

Additional topics addressed in this statement are a “bright line between munitions and dual-use items” to provide clear guidance to exporters on commodity jurisdiction issues, a comprehensive review of the U.S. Munitions List, while abiding by multilateral control obligations and controlling sensitive technologies.

The full text can be read at <http://foreignaffairs.house.gov/112/tau051211.pdf>



**Malaysia** - *Continued from page 1*

billion, from RM52.28 billion recorded previously.

Imports meanwhile, grew 5.6 per cent to RM46.61 billion compared to the RM44.15 billion previously.

A RM8.49 billion trade surplus was recorded in May, making it the 163rd consecutive month of trade surplus registered, since November 1997.

Compared with April 2011, exports decreased 4.7 per cent, while imports were 0.4 per cent lower with total trade declining 2.8 per cent. For the cumulative five-month period, total trade increased 8.0 per cent to RM507.24 billion, supported by strong growth in exports of 6.2 per cent to RM279.25 billion, and imports of 10.3 per cent to RM227.99 billion over the same period last year.

Major items that contributed to the significant export increase in May were electrical and electronic products (RM19.08 billion), palm oil (RM5.33 billion), chemicals and chemical products (RM4.03 billion), crude petroleum (RM3.17 billion), liquefied natural gas (RM3.17 billion), refined petroleum products (RM3.12 billion), machinery appliances and parts (RM2.00 billion), manufacturers of metal (RM1.64 billion), optical and scientific equipment (RM1.46 billion) as well as wood products worth RM1.3 billion.

China, Singapore, Japan, the United States and Thailand were the top five export markets, accounting for 49.4 per cent of Malaysia’s total exports in May.

Asean member countries accounted for RM13.44 billion or 24.4 per cent of total exports during the month in review.

Meanwhile, among major imports in May were electrical and

electronic products worth RM14.11 billion, chemicals and chemical products (RM4.70 billion), refined petroleum products (RM3.62 billion), machinery appliances and parts (RM3.61 billion) and manufacture of metal (RM3.06 billion).

Top importers were China, Singapore, Japan, the United States and Indonesia. Meanwhile, Asean member countries accounted for RM13.08 billion or 28.1 per cent of total imports in May.

Source:

<http://www.mysinchew.com/node/59992>

### What HR should know about IIEI Certification

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If you think that your Human Resource team should know more about how IIEI Certification helps them identify and retain the most qualified candidates, invite them to review our website or speak with an advisor today. They can post their job listings on our website and increase an open position’s visibility and qualified candidate traffic.

(See IIEI Certification article page 11)



*Country Profile*  
**Portuguese Republic**

Portugal, officially the Portuguese Republic, is a country situated in southwestern Europe on the Iberian Peninsula. Portugal is the westernmost country of Europe, and is bordered by the Atlantic Ocean to the west and south and by Spain to the north and east. The Atlantic archipelagos of the Azores and Madeira are part of Portugal. The country is named after its second largest city, Porto, whose Latin name was Portus Cale.

It has the world's 19th-highest quality-of-life, and it is one of the world's most globalized and peaceful nations. It is member of the European Union and the United Nations, as well as a founding member of the Latin American States, OECD, NATO,



Berlenga, Portugal

Community of Portuguese Language Countries and the Eurozone.

Portugal has become a diversified and increasingly service-based economy since joining the European Community - the EU's predecessor - in 1986. Over the past two decades, successive governments have privatized many state-

controlled firms and liberalized key areas of the economy, including the financial and telecommunications sectors. The country qualified for the Economic and Monetary Union (EMU) in 1998 and began circulating the euro on 1 January 2002 along with 11 other EU members. The economy had grown by more than the EU average for much of the 1990s, but fell back in 2001-08, and contracted 2.6% in 2009, before growing 1% in 2010. GDP per capita stands at roughly two-thirds of the EU-27 average. A poor educational system and a rigid labor market have been obstacles to greater productivity and growth. Portugal also has been increasingly overshadowed by lower-cost producers in Central Europe and Asia as a destination for foreign direct investment. Portugal's low competitiveness, low growth prospects, and high levels of public debt have made it vulnerable to bond market turbulence. The government is implementing austerity measures, including a 5% public salary cut which went into effect on January 1, 2011 and a 2% increase in the



*Portugal*  
*at a Glance*

GDP – Official Exchange Rate: \$229.3 billion (2010 est.)  
 GDP – Real Growth Rate: 1.4% (2010 est.)  
 GDP – Per Capita (PPP): \$23,000 (2010 est.)  
 Inflation Rate – Consumer Prices: 1.1% (2010 est.)  
 Labor Force: 5.57 million (2010 est.)  
 Unemployment: 10.7% (2010 est.)  
 Population: 10,760,305 (July 2011 est.)  
 Exports: \$46.27 billion (2010 est.)  
 Exports – Commodities: agricultural products, food products, wine, oil products, chemical products, plastics and rubber, hides, leather, wood and cork, wood pulp and paper, textile materials, clothing, footwear, machinery and tools  
 Exports - Markets: Spain 26.25%, Germany 12.99%, France 12.04%, Angola 7.21%, UK 5.54% (2009)  
 Imports: \$68.22 billion (2010 est.)  
 Import - Commodities: agricultural products, chemical products, vehicles and other transport material, and optical and precision instruments, computer accessories and parts, semi-conductors and related devices  
 Import - Markets: Spain 31.58%, Germany 12.41%, France 8.58%, Italy 5.55%, Netherlands 5.31% (2009)  
 Foreign Exchange Rate: euros (EUR) per US dollar - 0.755 (2010)  
 Internet Hosts: 3.267 million (2010)  
 Internet Users: 5.168 million (2009)

Source: CIA World Fact Book

value-added tax, to reduce the budget deficit from 9.3% of GDP in 2009 to 4.6% in 2011, but some investors have expressed concern about the government's ability to achieve these targets and cover its sovereign debt. Without the option for stimulus measures, the government is focusing instead on boosting exports and implementing labor market reforms to try to raise GDP growth and increase Portugal's competitiveness - which, over time, may help mitigate investor concerns.



Iran - Continued from page 4

(AECA), the International Emergency Economic Powers Act (IEEPA) and the Iranian Transactions Regulations, as well as conspiracy to defraud the United States, money laundering and false statement violations. Charges against the four other defendants, who have pleaded guilty in the case, are contained in the original indictment in the investigation that was filed previously.

#### The Defendants

Thus far, four defendants based in the United States have been charged as part of the investigation. They are The Parts Guys LLC, a company in Port Orange, Fla., that maintains a warehouse at the Middle Georgia Municipal Airport in Macon, as well as the president of The Parts Guys, Michael Edward Todd, who is a U.S. national. In addition, Galaxy Aviation Services, a company in St. Charles, Ill., and its president, Hamid Seifi, also known as Hank Seifi, an Iranian-born U.S. national, have been charged.

Todd was arrested last year in Atlanta based on the original indictment in the case. Todd and his company, The Parts Guys, pleaded guilty to conspiracy to violate the AECA on May 9, 2011, and have yet to be sentenced. Federal agents arrested Seifi in Atlanta earlier this year, also based on the original indictment. Seifi and his company,

Galaxy Aviation, pleaded guilty on Feb. 24, 2011, to conspiracy to violate the AECA and violating the IEEPA. Yesterday, Seifi was sentenced to 56 months in prison followed by three years of supervised release, a fine of \$12,500 and forfeiture of \$153,950, while Galaxy Aviation, which is now defunct, received a \$400 special assessment.

Three defendants based in France have also been indicted as part of the investigation. They are Aerotechnic, a company in Pinsaguel, France, and its president, Philippe Sanchez, a French national, as well as Luc Teuly, a French national and the sales manager of Aerotechnic. Each of these defendants remains a fugitive.

Two defendants based in the U.A.E. have also been indicted in the case. They are Aletra General Trading, a company in Dubai doing business as "Erman & Sultan Trading Co," and Syed Amir Ahmed Najfi, an Iranian national and purchaser for Aletra. Najfi remains a fugitive.

Three defendants based in Iran have also been charged in the case. They are Sabanic Company, a company in Tehran, and its president, Hassan Seifi, an Iranian national, as well as Reza Seifi, an Iranian national and the managing director of Sabanic Company. Each of these defendants remains at large.

As part of the U.S. government's coordinated action against this procurement network, the Commerce Department announced that it will add the eight defendants in France, Iran and the U.A.E. to its "Entity List." The Entity List provides notice to the public that certain exports, re-exports and transfers (in-country) to parties identified on the Entity List require a license from the Commerce Department, and that availability of license exceptions in such transactions is limited. All eight parties will be added to the Entity List with a

licensing requirement for all items subject to the Commerce Department export regulations and with a presumption of denial.

#### The Charges

According to the charges, the defendants conspired to export components for attack helicopters and fighter jets to Iran without obtaining the required U.S. export licenses. These components included military parts for the Bell AH-1 attack helicopter, the UH-1 Huey attack helicopter, as well as the F-5 and F-4 fighter jets.

Defendant Najfi and his firm in the U.A.E. are alleged to have placed orders and purchased military aircraft parts, including those for the Bell AH-1 attack helicopter, from Todd and his company, The Parts Guys, in the United States. Todd and other conspirators then attempted to and did cause the export of the aircraft parts to the U.A.E.

Defendant Hank Seifi and his firm in Illinois also allegedly placed orders and purchased U.S. aircraft parts from Todd and his company in Georgia — on behalf of Hassan Seifi, Reza Seifi and their company in Iran. According to the charges, Todd and other conspirators then caused these aircraft parts to be exported to Iran via the defendants in France: Sanchez, Teuly and their company, Aerotechnic.

The charge of conspiracy carries a maximum penalty of five years in prison, while violating the AECA carries a maximum penalty of 20 years in prison, and violating IEEPA carries a maximum penalty of 20 years in prison. Money laundering carries a maximum 20 years in prison, while making false statements carries a maximum of five years in prison.

Source: <http://www.bis.doc.gov/news/2011/doj06232011.htm>

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Libya - Continued from page 4

BIS alleged that on three occasions during June and July 2006 El-Gamal sent networking equipment, controlled for Anti-Terrorism reasons, to the General Electric Company of Libya, without the required Department of Commerce licenses. In connection with one of these shipments, agents searched an ATI employee flying from Detroit, MI, to Libya and found three computer cards hidden in his carry-on luggage. In addition, BIS alleged that El-Gamal made false or misleading statements to agents in the course of the investigation.

On February 14, 2011, El-Gamal pleaded guilty in the District Court for District of Columbia, to one count of Material False Statements. On May 16, 2011, he was sentenced by United States District Judge Colleen Kollar-Kotelly to pay a fine of \$5,000, to perform 100 hours of community service, and to serve two years supervised Probation. The judge also ordered El-Gamal to provide monthly reports to the Department of Commerce regarding his export activities during the probationary period.

To settle the administrative case, El-Gamal agreed to conduct a compliance audit of ATI covering the first year of exports following the settlement, put in place a compliance program, attend BIS export compliance training, and complete an audit for past exports.

Source: [http://www.bis.doc.gov/news/2011/bis\\_press07012011.htm](http://www.bis.doc.gov/news/2011/bis_press07012011.htm)

Reform - Continued from page 4

resources ensuring the most sensitive items do not end up where they should not.

“This is an important first step towards creating a system that addresses the serious threats we face in today’s changing economic and technological landscape. This new license exception will eliminate the need for U.S. exporters to seek licenses in nearly 3,000 types of transactions annually, affecting an estimated \$1.4 billion in goods and technology,” Commerce Secretary Gary Locke said. “The new license exception will allow us to focus our resources on items that pose a significant national security risk and help facilitate U.S. exports.”

“This is a significant step in President Obama’s Export Control Reform Initiative which enhances our national security and makes U.S. exporters more competitive by easing their licensing burden for exports to partners and allies,” said Under Secretary of Commerce for Industry and Security Eric L. Hirschhorn.

Items such as electronic components for use on the International Space Station, cameras for search and rescue efforts for fire departments, components for civil aviation navigation systems for commercial aircraft, airport scanners, and toxins for vaccine research will be eligible for the new license exception.

At the same time, the license exception establishes new

safeguards designed to ensure Department of Commerce approval is obtained before controlled items exported under the exception are re-exported outside of authorized destinations.

To see a copy of the regulation published in the Federal Register Notice, go to <http://www.gpo.gov/fdsys/pkg/FR-2011-06-16/pdf/2011-14705.pdf>.

**BACKGROUND**

The President has directed a broad-based interagency reform of the U.S. export control system with the goal of strengthening national security and the competitiveness of key U.S. manufacturing and technology sectors by focusing on current threats and adapting to the changing economic and technological landscape.

Source: [http://www.bis.doc.gov/news/2011/bis\\_press06162011.htm](http://www.bis.doc.gov/news/2011/bis_press06162011.htm)



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S. Korea - Continued from page 1

One study forecast more than 250,000 new jobs in Korea in the long term as a result of the pact.

Shoppers would also enjoy a much broader — and hopefully cheaper — choice of product, and the FTA would make industry on both sides more competitive.

South Korea discount stores announced plans to step up European imports and business groups also welcomed the pact.

The Korea International Trade Association said the FTA could create unprecedented opportunities for all local companies.

“The EU has a \$4 trillion import market that is much larger than other markets that have been opened by FTAs in the past,” it said in a statement quoted by Yonhap news agency.

The association said the market share of South Korean products in EU nations was just 1.0 percent in 2010 compared with 7.1 percent for China and 1.6 percent for Japan.

“The lowering or elimination of tariffs will help local companies sell more products in Europe that can contribute to pushing up the country’s overall trade volume to over \$1 trillion for the first time this year,” it said.

Korean auto parts firms are expected to raise their market share in the EU to more than 10 percent this year from 8.5 percent in 2010, the Korea Trade-Investment Promotion Agency said.

Source: <http://news.yahoo.com/korea-eu-trade-deal-impact-globally-envoy-062736103.html>

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*When you require your foreign trade counterparts to be industry certified, you know what to expect of their abilities, code of ethics and professionalism. Anything less exposes you to more risk and problems. They feel the same about you. Let your certification speak volumes about you.*

**IIEI Certifications** differentiate you and your company from others, giving you a distinct advantage in the global marketplace. Whether your company deals with **general exports, aerospace, military items or innovative technical products, there is an international trade certification** designed to meet your specific needs.

### Benefits of IIEI Certification

#### Benefits for Companies that invest in their employees

- Demonstrate due-diligence in training and proficiency to investigators
- Reduce fines, penalties and audit risk
- Minimize company liability
- Protect shareholder value
- Support national security initiatives and requirements

#### Benefits to Supply Chain Members

- Signal to customers your organization’s leadership role supporting global trade standards
- Highlight areas of expertise of your employees – value added to customers
- Enable employees to communicate with other supply chain members more effectively using a common lexicon and terminology
- Differentiate your organization from lesser qualified competitors
- Have confidence in the skills and knowledge of certified employees

#### Benefits for Individuals that invest in IIEI Certification

- Learn beneficial trade concepts required to earn industry certification
- Communicate with trade peers more easily and effectively
- Build professional credentials and status
- Differentiate yourself from competition
- Increase value to employers
- Enhance career opportunities
- Understand the potential civil penalties & incarceration due to violations

Over two thousand organizations worldwide in over 140 nations have recognized IIEI Certification’s international trade certification program. Visit [www.industrycertification.org](http://www.industrycertification.org) to locate a partner in your country, or call (877) 299-7637 (Outside the U.S. & Canada 1+602-792-1321) to be directed to an approved training and testing organization in your area.



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Our friendly Military Admissions Advisors are available to help you every step of the way toward graduation and beyond. They will take the time to explain each step, help you select a career emphasis that is right for you and support you as you advance toward your education goal.

### **Military Tuition Scholarship for You and Your Family**

To honor service to our country, we are pleased to provide all degree seeking U.S. service members, veterans and their immediate family members with our 25% Military Scholarship. All qualified students who are active duty military, spouses, or family members of active duty military; and armed forces veterans, their spouses and immediate family members are eligible to apply for this scholarship, including veterans from all eras of service, including Vietnam era veterans and their immediate family members.

### **Military-Friendly School**

The International Import-Export Institute at Dunlap-Stone University has been selected as one the nation's top Military Friendly Schools by G.I. Jobs magazine for 2010 and 2011 for its unwavering support of our active-duty military and military veterans. We are a proud member of these organizations.

- Servicemembers Opportunity College (SOC)
- American Council on Education (ACE)
- Defense Activity for Non-Traditional Educational Support (DANTES)

### **Your Military Education Benefits**

Dunlap-Stone University is approved by all branches of the military for tuition assistance and Veterans (VA) Benefits. We accept a number of military tuition assistance benefits and honor these programs:

- Armed Forces Tuition Assistance for Active Duty Service Members
- MyCAA for military spouses
- Montgomery GI Bill
- POST 9/11 Veterans' Benefits.

### **Military Credit Transfer**

Your military experience counts! You may be much closer to earning your degree than you think. Dunlap-Stone University recognizes and accepts some military training and education credits. We evaluate transcripts from the U.S. Armed Forces through AARTS, SMART, CLEP, CCAF, ACE, and DANTES. Our staff can quickly evaluate your experience and training to determine your transfer credit status.

### **U.S. Military Family Members Can Apply for the 25% Military Scholarship**

Service Members from all eras, including Vietnam Veterans and their Family Members Qualify\*.

\* Certain restrictions and condition apply. Speak with an Enrollment Advisor for details



# Dunlap-Stone University

Honor - Distinction - Excellence

## FCPA Course Gets Rave Reviews

The Foreign Corrupt Practices Act course (TRD-317) has been added to the July schedule to meet the demand of this increasing important topic that is constantly in the news. Sign up today to learn the legal complexities of doing business in foreign countries. Call (800) 474-8013 to reserve your place.

### FALL SEMESTER Starts August 18th

Have you completed your application to be admitted to the degree program yet?

**Apply Today!**

## SPRING GRADUATES

The administration, faculty, and staff of Dunlap-Stone University are proud to announce the following individuals are our latest bachelor of science degree graduates with the honors noted. Congratulations!

### Jennifer Brown

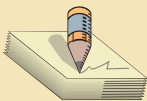
Degree Awarded: BS in International Trade Management  
Honors: *Summa Cum Laude* Emphasis: Trade Compliance

### Pedro E Mendoza

Degree Awarded: BS in International Trade Management  
Honors: *Summa Cum Laude* Emphasis: Trade Compliance

### Jason Cress

Degree Awarded: BS in International Trade Management  
Honors: *Magna Cum Laude*  
Emphasis: 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.*

Alicia Banks - VA  
Kathleen Barton - IL  
Julianne Behnke - NH  
Rose Bertino - MA  
Rebekah Bloyd - OK  
Leon Blum - TX  
Robert Bromley - FL  
Dana Buss - KS  
Daniel Bustillos - TX  
Charlene Cambra - CA  
Valerie Chu - IL  
Galen Cloud - TX  
Kaidi Coby - MD  
Tom Cochran - AZ  
Justin Cook - VA  
Michael Cook - FL  
Carole Coolman - PA  
Jason Cress - IL  
Glade Cunningham - OH  
Paul Curry - MA  
Pamela Danisiewicz - CT  
Beverly Demma - NY  
Cynthia Dorris - TX  
Deborah Eastwood - AZ  
Mary Ehler - WI  
Sherida Feazell - VA  
Laura Forte - AL

Michael Frail - NY  
Lisa Fritsch - AZ  
Carlos Galarza - SC  
Maurits Gorlee - Netherlands  
Rosa Guadarrama - FL  
Laura Hamilton - IL  
Stacie Hawley - FL  
Claire Hoberecht - WA  
Jan Hoffman - WI  
Joan Hornschemeier - OH  
Arthur Kear - PA  
Kristina Keating - IL  
Candice Knuteson - WI  
Kathleen Kobran - VA  
Kathryn Kraft - NJ  
Diana Krekelberg - WA  
Scott Long - TN  
Jon Lytton - VA  
Dana Madhu - TX  
Rhonda March - VA  
Andrew McBride - NY  
Brian McCormick - TX  
Larry Medford - FL  
Anthony Munguia - TX  
Diana Nally - FL  
Tamara Overton - FL  
Donna Parks - MD

Janet Perkins - NV  
Kristen Pittas - MD  
Jurgen Plitt - CA  
Kimberly Pritula - NH  
Robyne Roberts - FL  
Alan Robitaille - CA  
Amy Roche - WI  
Robert Rulavage - PA  
Andrew Ryan - NY  
Duane Scott - VA  
Jonathan Shaw - IL  
Rita Spencer-Rout - CA  
Robin Steiner - OR  
Marsha Stemberger - CA  
Amy Styers - FL  
Cynthia Teed - CA  
Lisa Thomas - IL  
Lee Tipton - TX  
Andria Toscano - AZ  
Pamela Turinsky - PA  
Duyen Washington - VA  
Heather Wiest - AZ  
Charlton Winston - FL  
James Wojtczak - WI  
Stephanie Wood - TX  
Alicia Worthington - PA  
Yang Zhang - AL

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

**New Class University Export Control Environment TRD-331**

IIEI is pleased to announce the long awaited new course focusing on the compliance needs of universities.

Over the years, IIEI has seen a continual increase in university compliance staff members taking its regulatory courses such as Understanding the ITAR and Understanding the EAR. Here is a course developed specifically for trade compliance professionals charged with the difficult task of maintaining compliance within universities and research centers.

The course assumes students possess some understanding of the Export Administration Regulations and International Traffic in Arms Regulations.

For complete details about this important topic, contact an enrollment Advisor today. Call (800) 474-8013 or email [info@dunlap-stone.edu](mailto:info@dunlap-stone.edu). Class size is limited. Enroll NOW.

**Class Starts August 11, 2011**

**Did You Know:**  
A Compliance degree is also a *Bachelor of Science in Management*

**Report Card** *Continued from page 1*

knowledge. In your classes, you do not simply read about theories or regulations, but you apply them to your workplace, making your college education less about busy work, and more about things that interest you and help you meet your goals. Your student advisor can work with you to help you follow the path to a degree within a realistic timeframe, while understanding that your other life commitments may sometimes take priority. But our 24/7 online classroom means that you can make time to complete your degree when it fits into your schedule, without sacrificing dynamic interactions with your instructor and peers.

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**Class Start Dates**

**July 2011**

- TRD 215 Trade Compliance Environment II
- HAS 184 Introduction to the Short Story
- STM 106 Computing Essentials
- TRD 301 Advanced Business Finance
- TRD 308 Mastering ITAR Exemptions
- TRD 320 Ethics in Trade Compliance
- TRD 311 Documentation for Export Compliance
- TRD 129 Intro to Importing
- BUS 405 Global Business Plan
- BUS-402 Global Strategic Management
- TRD 304 US Customs Broker Exam Prep
- TRD 307 Understanding the EAR
- TRD 306 Understanding the ITAR
- TRD 216 Trade Compliance Environment III
- TRD 116 Compliance Appreciation
- TRD-317 Foreign Corrupt Practices Act
- TRD-143 C-TPAT

**August 2011**

- TRD 318 Introduction to OFAC
- TRD 331 University Export Compliance
- BUS 102 Introduction to Business
- BUS 111 Customer Service Basics
- BUS 403 International Marketing
- BUS 440 Legal Environment of Business
- FAE 230 Business Accounting
- HAS 103 Critical Thinking and Analysis
- MGT 345 Organizational Behavior
- SCM 125 Port Authority
- SCM 376 Purchasing in the Global Marketplace
- SCM 412 Global Supply Chain Strategies
- STM 385 Info Systems for Global Business
- TRD 201 Exporting-Importing Environment
- TRD 307 Understanding the EAR
- TRD 311 Documentation for Export Compliance
- TRD 365 Ethics in Import Compliance
- BUS 113 Topics in Contemporary Business
- TRD 299 Agreements Under the ITAR
- TRD 320 Ethics in Trade Compliance

**September 2011**

- TRD 306 Understanding the ITAR
- BUS 404 Researching the Global Village
- HAS 188 Introduction to the Revolutionary War
- HAS 198 Introduction to the Humanities
- TRD 140 Importing Duties and Regulations
- TRD 311 Documentation for Export Compliance
- TRD 307 Understanding the EAR
- TRD 321 Harmonized Tariff Schedule
- BUS 113 Topics in Contemporary Business
- BUS 118 Business Writing
- BUS 303 International Business Ethics
- FAE 263 Principles of Microeconomics
- HAS 105 Writing Across the Curriculum
- MGT 402 Global Strategic Management
- MGT 445 Competitive HR Management
- SCM 202 21st Century Logistics
- SCM 379 Warehousing Practices and Principles
- TRD 129 Introduction to Importing
- TRD 225 Documentation for the Global Village
- TRD 306 Understanding the ITAR
- TRD 320 Ethics in Trade Compliance
- TRD 366 Topics in Import Management

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



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- John Chew - NJ
- Galen Cloud - TX
- Sherida Feazell, ITT Night Vision & Imaging - VA
- Carlos Galarza, Sulzer Process Pumps (US) Inc. - SC
- Johnnie Harris, Camber DS3 - IL
- Alisa Killian - AZ
- Lawrence Murray - OK
- Robert Pugh - NM
- Debra Scott - AR
- Duane Scott, TMGE Automation Systems LLC - VA
- Denise van Amstel, FLIR Radiation Inc. - TN
- Charlton Winston, Siemens Corporation - FL

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- Stacie Hawley, CSC - FL

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- |                              |                                     |
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| Kazuki Hagiri - Japan        | Kazeem Oladimeji Ishaq              |
| Chie Yoshida - Japan         | Jubril Muritala Oshoki              |
| Yuko Shimomate - Japan       | Okwori Adoyi John                   |
| Osesina Olukunle Nathanael   | Ibrahim Taiwo                       |
| Kosisochi .E. Ozojiofor      | Augustine Eyanrogheneku Ayiere Jaho |
| Ojeaburu Kingsley Stephen    | Anaae Benjamin Nnamdi               |
| Oyero Doyinsola Olamide      | Bisong Pius Francis                 |
| Adeyemi Oluwatobi Ayorinde   | Obialo Charles Chimaroke            |
| Etsano Godwin Otsof          | Igwe Kenneth Onyebuchi              |
| Tee-Anioke Chinenyenwa Susan | Mboho Aniefiok Ernest               |
| Paul Omosimua Oteh           | Aleke Christian                     |
| Alim Liman                   | Okonkwo Rita Nkeiruka               |
| Babaleye Ayodele Abidemi     | Erilibe .O. Gift                    |
| Adekeye Adedayo Sunday       | Oluwatoyin Oghogho Aihevba          |
| Johnson Ademola Festus       | Onwukwe Okechukwu Celestine         |
| Keshinro Oluwadolapo .I.     | Nnadi Ifeyinwa Jacinta              |
| Ibe, Nina Otisi              | Akpufu Dogood Miruobebh             |

Note: All unmarked CITLS awardees are from Nigeria (Multimix Academy)  
 Awardees from Japan are AOI College.

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| Chen Shengquan | Li Haiyue     | Shang Hongju  | Yuan Jinsong  |
| Cheng Liang    | Li Songliu    | Song Chongwen | Yue Jiali     |
| Fan Xinghua    | Li Xiaoqi     | Sun Dengfei   | Zhan Fangfang |
| He Yan         | Li Yan        | Tong Dabin    | Zhang Xiaoli  |
| Hu Bo          | Li Yuan       | Wang Hongmei  | Zhang Yizhou  |
| Huang Haiying  | Li Yuanshu    | Wang Shuang   | Zhang Yuan    |
| Ji Fang        | Liu Yang      | Wang Tao      | Zhang Zhenhao |
| Jiang Tao      | Liu Zhongjie  | Wang Yan      | Zhao Dan      |
| Jin Minghua    | Long Chengcai | Wang Ziyi     |               |
| Jing Lei       | Lou Xinjian   | Wu Jin        |               |

Note all CE awardees are from the People's Republic of China - TC-SAFEA

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