



# Global Watch<sup>®</sup>

THE NEWSLETTER OF THE INTERNATIONAL IMPORT-EXPORT INSTITUTE  
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## 3 Billion Asians Could Become Affluent By 2050

**HA NOI, VIET NAM** - By the middle of this century, an additional 3 billion Asians could enjoy higher living standards, but only if Asia sustains its present growth momentum and addresses daunting multigenerational challenges and risks, says a new report commissioned by the Asian Development Bank (ADB).

The draft report says that as the global economy's center of gravity shifts toward Asia, the region could account for about half of global output in 2050, up from the current 27%, as well as half of global trade and investment.

The overview of the draft report, "Asia 2050—Realizing the Asian Century," was unveiled at ADB's 44th Annual Meeting in Ha Noi, Viet Nam and will be a topic of discussion among participants at the Governors' Seminar, including the finance ministers of Bangladesh, France, India, and the Republic of Korea; the vice finance minister of the People's Republic of China (PRC); the governor of the State Bank of Viet Nam; the parliamentary secretary for finance of Japan; and ADB President Kuroda.

The draft report compares the potential outcomes for Asia under two competing scenarios: the Asian Century and the Middle Income Trap. In the more optimistic Asian Century scenario, the region's gross domestic product (GDP) would soar to \$148 trillion and account for 51% of global output in 2050. On a purchasing power parity basis, GDP per capita in Asia would rise to \$38,600, compared with the projected 2050 global average of \$36,600.

The alternative scenario assumes that Asia's fast-growing economies—the PRC,

India, Indonesia, and Viet Nam—will fall into the middle income trap of slowing growth rates and stagnating income levels over the next 5 to 10 years. Furthermore, none of Asia's slow-growing economies would manage to accelerate its growth rate under this scenario. If these events occur, Asia would account for only 32%, or \$61 trillion, of global GDP in 2050. On a purchasing power parity basis, GDP per capita would rise to only \$20,300, or just over half of that under the Asian Century scenario.

"The difference in outcomes under the two scenarios and thus the opportunity

*Asia Continued on page 9*

## Exports Can Drive U.S. Recovery

By Francisco Sanchez,  
*U.S. Under Secretary of Commerce*

May 2, 2011 World Trade Month, which begins today, comes at a unique time. The middle class is expanding around the globe—with more than 1 billion new consumers expected over the next 15 years. More than 80 percent of this growth in consumption is predicted to be outside North America and Europe. This is a clear call for our administration to help U.S. companies leverage these opportunities.

This week, President Barack Obama's Trade Promotion Coordinating Committee, made up of 18 federal trade agencies, is expected to send its 2011 National Export Strategy to Congress. This offers key recommendations and

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Free Trade Agreements

*Updates on New Zealand - India and S. Korea - EU FTAs*

India-New Zealand to fast track FTA

India will fast track the Free Trade Agreement (FTA) negotiations with New Zealand to enhance economic engagement between the two nations and work towards taking the total bilateral trade to \$3 billion by 2014 from the present \$1 billion.

Speaking at the Indian New Zealand Joint Business Council meeting, Union Minister for Commerce and Industry, Anand Sharma said he was hopeful that the FTA would be concluded by early next year, paving way for greater economic

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## Notes from the President

### Are you Ready?

by *Dr. Donald N. Burton*



Often the challenge in international trade is in the planning. Our lead article (page 1) is a good example of this. How do you plan to serve the needs of 3 billion affluent Asians by the year 2050. With one billion more consumers expected over the next fifteen years (Sanchez article page 1), how should you plan for this opportunity? As is demonstrated by the article on Free Trade Agreements between countries (page 1), the planning is done incrementally, building a global plan one nation at a time.

As Columbia Business School's research demonstrates (article page 3), part of the plan should utilize intermediary firms in developing and expanding trade. This article should be of interest to students worldwide who have positioned themselves in this critical and important role. The article (page 3) about China's emerging dominance in South America is bound to get some people's attention too.

Both the BIS and DDTTC columns (pages 4 & 5) show that the regulations are continuing to change and violations are continuing to happen and the penalties for these actions are continuing to build. Our new partnership with trade compliance training organizations (page 5) could help these offenders demonstrate

their knowledge and expertise in understanding the regulations as they prepare for their trade compliance certification exam with one of these excellent providers.

I am particularly pleased with two new offerings. One is the introduction of the Managed Trade Compliance Services Program (see page 6). IIEI is now able to offer large and small companies worldwide this valuable service. It enables companies to outsource their compliance training and feel 100% confident that their employees are up-to-date with the latest regulatory changes and interpretations as a front line of defense against violations. The other is a much requested new compliance course (see page 7) for people working at research universities and think-tanks that need to understand exactly what it takes to ensure export violations do not happen with intellectual property and other discoveries at universities. It isn't just for compliance staff members but was designed for everyone, including researchers, who might find themselves in the cross-hairs of a government investigation at some point having committed a serious export violation.

Many people don't know that our military scholarship applies not

Notes Continued on page 10

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



**100** of the top U.S.  
 aerospace and  
 defense companies have  
 had employees enroll in  
 courses leading to  
 industry certification.

## Columbia Business School Study Reveals Empirical Evidence on Role of Intermediary Firms in Trade

### *Study Depicts the Role of Intermediaries in Global Supply Chain*

**NEW YORK** – May 3, 2011 –A study by Columbia Business School Professors provides the first empirical evidence that quantifies the role of intermediary firms in developing and expanding international trade — data that can play an important role shaping US trade policies. Trade intermediaries help local producers import or export their goods and link to international markets.

Their study was published by the *Journal of International Economics* in its Volume 84, Issue 1, Pages 73-85), and is slated to be printed on May 11th. The online full text article is citable using DOI: 10.1016/j.jinteco.2010.12.003, and a link can be provided upon request.

While the study looked exclusively at China, its results are applicable across borders because it shows how all exporters, regardless of their homeport, face the same barriers when entering foreign markets. The study implies that once small firms export indirectly by using intermediary services, they could switch to interacting directly with their foreign clients. Firms that use intermediaries could become direct exporters more easily in subsequent periods.

The authors claim this study has implications for future U.S.

trade policies. The study showed a direct link between the size of the firm and the use of trade intermediaries, implying that small firms can, and do, access foreign markets through intermediaries even when they aren't large enough to cover the fixed costs of direct exporting. And once small firms gain access to foreign markets, they can develop their own contacts there, enabling them to become direct exporters in the future. The model also predicts that intermediaries will be relatively more important in markets that are more difficult to penetrate.

**Source:** [www.eurekalert.org/pub\\_releases/2011-05/cbs-cbs050311.php](http://www.eurekalert.org/pub_releases/2011-05/cbs-cbs050311.php)

### Need your CEUs?

Compliance professionals, we have a large number of CEU courses throughout June and July if you need to meet your CEU requirements. Just a few examples include:

- TRD 141 Introduction to Incoterms® 2010
- TRD 201 Exporting Importing Environment
- TRD 330 Compliance Audits
- TRD 257 Empowered Officials Essentials
- TRD 304 US Customs Broker Exam Prep
- TRD 309 Commerce License Exceptions
- TRD 323 Australia Defense Trade Control
- MGT 135 Introduction to Leadership
- SCM 379 Warehousing: Practices and Principles
- TRD 140 Importing Duties and Regulations
- TRD 143 Introduction to C-TPAT
- TRD 308 Mastering ITAR Exemptions
- TRD 319 Managing Disclosures

Not only do these courses help meet the continuing education requirements, but they are valuable by themselves. Enroll today!

## South American Companies Look Forward To Chinese Dominance

The International Monetary Fund dropped a bombshell and nobody noticed. For the first time, the international organization has set a date for the moment when the “Age of America” will end and the U.S. economy will be overtaken by that of China.

It's a lot closer than you may think: 2016!

That's the year when China is projected to become the largest world economy.

How is Latin America preparing for this and where are the investment opportunities?

1) New trade initiatives. Seeing Brazil's trade success with China, other Latin American economies are already positioning for this eventual new reality. Chile, Mexico, Colombia and Peru have signed an agreement to integrate their economies and enhance trade ties with the AsiaPacific region.

This is a big deal. When the proposed regional trade alliance becomes a reality, it will overshadow Latin America's largest trade zone, Mercosur (comprising Brazil, Argentina, Uruguay and Paraguay) in terms of both the economic income size and exports value. The annual economies of Chile, Mexico, Colombia and Peru are valued at \$872 billion, with annual exports totaling \$443 billion. Comparatively, at \$543 billion (including \$282 billion of exports), the economies of the Mercosur member states are a bit smaller.

2) Infrastructure investment. Last week, I commented on the additional beef and pork that China's ballooning middle class can now af-

SA - Continued on page 10



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Go to:

<http://www.dunlap-stone.edu/store/>

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## BIS Update

Bureau of Industry and Security

### Syria Licenses Revoked

Effective April 29, 2011 the Department of Commerce's Bureau of Industry and Security (BIS) has revoked certain licenses for the export and reexport to Syria of items relating to VIP aircraft used to transport senior officials of the Syrian government.

Due to the commission of human rights abuses related to political repression in Syria, export and reexport of these items is deemed contrary to the foreign policy interests of the United States. BIS took this action under the authority of Section 750.8 of the Export Administration Regulations and all persons holding relevant licenses have been notified of this action.

Source: <http://www.bis.doc.gov/>

### Mark-this-Date!

All registered SNAP-R companies must designate an administrator by June 9, 2011.

Source: <http://www.bis.doc.gov/>

### Pennsylvania Company Fined for Export Violations Involving China and Israel

Bureau of Industry and Security (BIS) announced that TW Metals, Inc. of Exton, Pennsylvania, has agreed to pay a \$575,000 civil penalty to settle allegations that it violated the Export Administration Regulations (EAR) related to the export of titanium alloy and aluminum bar to China and Israel without the required export licenses.

BIS alleged that between April 2004 and August 2007, TW Metals made 48 exports of titanium alloy,

TW Metals- Continued on page 10

### Three Individuals And Two Companies Indicted For Conspiring To Export Millions Of Dollars Worth Of Computer-Related Equipment To Iran

**WASHINGTON** - One individual and his company in New York and two others and their company in California were indicted in the District of Columbia on charges of illegally exporting millions of dollars worth of computer-related equipment from the United States to Iran via the United Arab Emirates (UAE).

Jeng "Jay" Shih, 53, a U.S. citizen, and his Queens, N.Y. company, Sunrise Technologies and Trading Company, were indicted in the District of Columbia on 27 counts relating to the illegal export of computer-related equipment to Iran without first having obtained the required license from the Department of Treasury. The indictment charges Shih and his company with one count of conspiracy; 13 counts of violating the International Emergency Economic Powers Act (IEEPA); 13 counts of making or causing to be made false statements to the United States; and one allegation for criminal forfeiture of property and proceeds derived from these offenses. Shih was arrested on a criminal complaint in New York on April 6, 2011, and had his initial appearance in court in New York on April 7, 2011. If convicted, he faces a maximum sentence of 20 years in prison and a \$1 million fine for each of the IEEPA counts and five years for each false statement count.

Massoud Habibion, 48, aka "Matt Habibion" and "Matt Habi," and Mohsen Motamedian, 43, aka "Max Motamedian" and "Max Ehsan," both U.S. citizens, and their

Costa Mesa, Calif., company, Online Micro LLC, were indicted in the District of Columbia on 32 counts relating to the illegal export of computer-related equipment to Iran without the required license from the Department of Treasury. Habibion was charged with one count of conspiracy, 14 counts of violating IEEPA, 14 counts of making or causing false statements to the United States and four counts of obstruction of justice. Motamedian was charged with one count of conspiracy, 14 counts of violating IEEPA, 14 counts of making or causing false statements to the United States and one count of obstruction of justice. Habibion and Motamedian were arrested on a criminal complaint in California on April 7, 2011, and had their initial appearance in court in the Central District of California on April 7, 2011. If convicted, both defendants face a maximum sentence of 20 years in prison and \$1 million fine for each of the IEEPA counts, and five years for each false statement and 20 years for each obstruction of justice count.

According to the affidavit filed in support of the Shih criminal complaint, in 2006, Commerce Department agents conducted an outreach visit to Shih's business in New York where they met Shih and informed him about U.S. laws governing the export of goods from the United States to other countries, particularly embargoed countries like Iran. In April 2010, ICE-

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## DDTC Update

Directorate of Defense Trade Controls

Federal Register / Vol. 76, No. 71

22 CFR Parts 120 and 124

[Public Notice 7415]

### International Traffic in Arms Regulations: Defense Services

**ACTION:** Proposed rule and information collection; request for comments.

**SUMMARY:** The Department of State proposes to amend the International Traffic in Arms Regulations (ITAR) to update the policy regarding defense services, to clarify the scope of activities that are considered a defense service, and to provide definitions of “Organizational-Level Maintenance,” “Intermediate-Level Maintenance,” and “Depot-Level Maintenance,” and to make other conforming changes.

The Department of State will accept comments on this proposed rule until June 13, 2011.

Send responses to:

*E-mail:*

*DDTCResponseTeam@state.gov* with the subject line, “Regulatory Changes—Defense Services.”

• *Mail:*

PM/DDTC, SA-1, 13th Floor,  
Directorate of Defense Trade Controls,  
Office of Defense Trade Controls Compliance, *Attn:* Regulatory Changes—Defense Services,  
Bureau of Political Military Affairs,  
U.S. Department of State,  
Washington, DC 20522-0112.

**Source:** [www.pmdtcc.state.gov/FR/2011/76FR10291.pdf](http://www.pmdtcc.state.gov/FR/2011/76FR10291.pdf)

## Do you Possess Expert Knowledge of the ITAR and EAR?

Will obtaining your CUSECO industry certification help you in your career? Need to polish your test taking skills?

Did you know that nationwide you can take a 2-day exam preparation course offered by your favorite training providers and then sit for your CUSECO exam on the third day.



For details call: 800-474-8013

### Industry Certification Exam Preparation Training Course Now Available Across U.S.

This two-day, on-ground exam prep training program is now available from independent training organizations at venues across the U.S. It is intended for experienced compliance professionals that already know the regulations but want to refresh their knowledge, polish test taking skills and learn strategies on how to successfully sit for the industry important certification that has become a job requirement in an increasing number of companies.

More than a dozen training organizations have inquired and are expected to offer this training regimen that is followed immediately with the opportunity to sit for the CUSECO® exam on the third day. Contact your favorite training organization for details or call IIEI Certification at (877) 299-7637 to locate a training organization near you.

## Successor Liability

Businesses can be held liable for violations of the EAR committed by companies they acquire. Therefore, a due diligence review of a potential target's export control policies and practices should be conducted before an acquisition.

### Need to Know Other Nation's Export Regimens?

IIEI offers online education and training covering other nation's export (trade) regulations, including:

- Canada
- United Kingdom
- Australia
- Peoples Republic of China

If you need this knowledge, call an Advisor today to find out the next start dates. (800) 474-8013



### e-Allegations Submissions

U.S. Customs and Border Protection has established an on-line procedure by which concerned individuals can report illegal import and export activity. By completing and submitting the form, you can help CBP prevent international trade violations.

If you have knowledge of a violation of United States trade law, please click the "Report Trade Violations" button after reading the Privacy Policy. You will be asked to fill out a short form explaining the infraction. Once you have submitted the form, a confirmation e-mail will be sent to the address you provided if you gave one.

You may also report trade violations by calling 1-800-BE-ALERT.

The Report Trade Violations button is to be used only to report illegal trade activity, such as quota circumvention or misclassification of imports, intellectual property rights infringement, and health and safety issues. Link **BUTTON:**

<https://apps.cbp.gov/eallegations/allegations.asp>

## In Compliance....

### DSU's *Global Technology Footprint*™ helps Aerospace & Defense Contractors Avoid Export Violations

Phoenix, AZ – April 25, 2011 – The [International Import-Export Institute](#) (IIEI) at [Dunlap-Stone University](#) (DSU) today announced a new program aimed at helping aerospace and defense companies avoid costly and serious export violations. “This new Managed Trade Compliance Services Program is a full-service outsource education and training solution for primarily the aerospace and defense industries. It provides a quality, in-depth, always up-to-date compliance training solution, delivering measurable, verifiable program results to a globally dispersed audience,” said Dr. Donald Burton, president of DSU. “It really is an incredible program,” he added, “What we are now able to deliver through our *global technology footprint*™ means regardless of organization size and how globally dispersed a client is, we are able to provide our flexible, cost effective, in-depth education and training regimen with complete validation of the compliance readiness of each compliance staff member without disrupting workflow. I’d say that is phenomenal.”

Dr. Burton explained details about this one of a kind regulatory education and online training program. It is equally well suited for organizations with widely dispersed global operations or small companies. He emphasized that the program is so flexible that company specific content, such as organizational compliance processes between locations, are easily included. But what is most attractive, he says,

is that key management receive monthly status reports showing the current compliance “readiness” of individual staff members. By “readiness” he explained he meant ways that can help prevent a serious regulatory trade violation. “This report tells management who is their weakest link in understanding the regulations and makes note of their ability to analytically apply the regulations to their unique organizational landscape. This is absolutely critical information to have about knowledge workers,” Dr. Burton said, “Any organization’s trade compliance effort is only as strong as the weakest frontline worker. This is the only program in the industry that currently delivers this type of critical detail.”

With the current dramatic increase in trade enforcement today, the risk is too great, Dr. Burton contends, to not fully validate each of your trade compliance knowledge worker’s up-to-date expertise through a learning outcomes assessment. Records show that export enforcement actions are up nearly 800% since 2003. The risks for non-compliance are growing, including:

- ◆ Huge fines and penalties (civil and criminal)
- ◆ Personal risk (fines and prison)
- ◆ Personal liability exposure (seizure of property)
- ◆ Loss of export privileges (company debarment)
- ◆ Loss of shareholder value (Sarbanes-Oxley)

Further details of the Managed Trade Compliance Education Program can be obtained by contacting IIEI at (800) 474-8013 or (602) 648-5750 and speaking with Wini Hunt or Lisa Fritsch or email: [info@expandglobal.com](mailto:info@expandglobal.com).

#### *U.S. Department of Justice*

#### Summary Of Major U.S. Export Enforcement And Embargo Criminal Prosecutions: 2007 To The Present (February 2011)

<http://www.pmdtdc.state.gov/compliance/documents/OngoingExportCaseFactSheet.pdf>

**Click this link**

Requires Adobe Reader

#### 2011 OFAC Recent Actions

<http://www.treasury.gov/resource-center/sanctions/OFAC-Enforcement/Pages/OFAC-Recent-Actions.aspx>

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## Research Universities Find a Solution to Mitigate Risk of Export Violations

U.S. research universities and think-tanks get much needed assistance ensuring America's intellectual property is safe. Today the [International Import-Export Institute](#) at [Dunlap-Stone University](#) (DSU) unveiled a new export compliance course aimed at university researchers and others conducting fundamental and applied research, giving them the tools and knowledge needed to be in compliance and most importantly, to prevent export violations.

"This new one-of-a-kind online course will help universities across America mitigate the risk of export violations being made by their enormous population of scholars and researchers," said Dr. Donald Burton, President of DSU. "The focus of this course is providing researchers a solid understanding of the rules and landscape in which violations occur. "Compliance isn't as simple and obvious as it once was and the implications of violations are much more serious too," Dr. Burton added. "This course provides that understanding."

Over the years, DSU has seen a continual increase in university compliance staff members taking its regulatory courses such as Understanding the ITAR and Understanding the EAR, courses designed for compliance staff mem-

bers in aerospace and defense. Though appreciated, these courses did not mesh perfectly with the needs of universities. "We developed this new course specifically to meet university researcher's exact knowledge requirements," said Ms. Caulyne Barron, DSU's VP of Online Programs, "We relied upon input from research universities and industry Subject Matter Experts (SMEs). The overriding concern of our course designers and SMEs was to meet the critical informational need of these professionals, to help protect our nation's university population and to manage the intellectual property flowing from our universities and research centers."

"Concern for compliance goes far beyond military funded research and research directly impacting our national security," Ms Barron said. She explained that most researchers are surprised at what needs to be protected and why. Researchers are often shocked at the consequences for violations in this era of heightened concern for national security.

The new six-week online course, University Export Compliance Environment (TRD-331), is intended for university compliance officers and all university research staff members and faculty that advance knowledge. The first offering of this online course will be August 11, 2011. Class size is limited.

For more information contact: Wini Hunt or Lisa Fritsch at (800) 474-8013 or email [whunt@dunlap-stone.edu](mailto:whunt@dunlap-stone.edu) or [lfritsch@dunlap-stone.edu](mailto:lfritsch@dunlap-stone.edu)

## Military Scholarship Covers Dependent Family Members

Dunlap-Stone University's (DSU) Military Scholarship Program applies to U.S. Service Members from all eras of service and their dependent family members-- even Vietnam era. As part of its ongoing effort to provide affordable, quality online education and training to active duty, reserve, and former military personnel, DSU's scholarship, which covers 25% of the cost of tuition, also applies to service member's dependents as well. This is in addition to honoring the Montgomery GI Bill reimbursement programs and Tuition Assistance program. The scholarship means generally no out-of-pocket cost to service members to attend DSU.

"We're always striving to make our programs more military-friendly," said university president, Dr. Donald Burton. "We are very proud to offer the scholarship to service members and their family members a small token of gratitude for the service these service members and their family members have given our country."

The scholarship makes completing a degree easier than ever for military students, many of whom cite the cost as the number one barrier to continuing their education. Other considerations include work responsibilities like frequent travel and irregular schedules, as well as personal obligations at home. Finding the time and flexibility has been a challenge for many service members-- until they discover DSU's six-week online programs that enable people with demanding schedules—and even while deployed—the opportunity to earn a quality education. For more information about this program, contact a degree counselor at: (800) 474-8013 or (602) 648-5750





*Country Profile*

# Ukraine

Ukraine, a republic, is in eastern Europe, bordering the Black Sea, between Poland, Romania, and Moldova in the west and Russia in the east. It was the center of the first eastern Slavic state, Kyivan Rus, which during the 10th and 11th centuries was the largest and most powerful state in Europe. Although final independence for Ukraine was achieved in 1991 with the dissolution of the USSR, democracy and prosperity remained elusive as the legacy of state control and endemic corruption stalled efforts at economic reform, privatization, and civil liberties.

Its climate is temperate continental; Mediterranean only on the southern Crimean coast; precipitation disproportionately distributed, highest in west and north, lesser in east and southeast; winters vary from cool along the Black Sea to cold farther inland; summers are warm across the greater part of the country, hot in the south. Most of Ukraine consists of fertile plains (steppes) and plateaus, mountains being found only in the west (the Carpathians), and in the Crimean Peninsula in the extreme south

After Russia, the Ukrainian republic was far and away the most important economic component of the former Soviet Union, producing about four times the output of the next-ranking republic. Its fertile black soil generated



more than one-fourth of Soviet agricultural output, and its farms provided substantial quantities of meat, milk, grain, and vegetables to other republics. Likewise, its diversified heavy industry supplied the unique equipment (for example, large diameter pipes) and raw materials to industrial and mining sites (vertical drilling apparatus) in other regions of the former USSR. Shortly after independence in August 1991, the Ukrainian Government liberalized most prices and erected a legal framework for privatization, but widespread resistance to reform within the government and the legislature soon stalled reform efforts and led to some backtracking. Ukraine depends on imports to meet about three-fourths of its annual oil and natural gas requirements and 100% of its nuclear fuel needs. Ukrainian Government officials eliminated most tax and customs privileges in a March 2005 budget law, bringing more economic activity out of Ukraine's large shadow economy, but more improvements are needed, including fighting corruption, developing capital markets, and improving the legislative framework. Ukraine's top export - and by strong domestic consumption,

## Ukraine at a Glance

GDP – Official Exchange Rate: \$136.6 billion (2010 est.)  
 GDP – Real Growth Rate: 4.3% (2010 est.)  
 GDP – Per Capita (PPP): \$6,700 (2010 est.)  
 Inflation Rate – Consumer Prices: 9.8% (2010 est.)  
 Labor Force: 22.06 million (2010 est.)  
 Unemployment: 8.4% (2010 est.)  
 Population: 45,134,707 (July 2011 est.)  
 Exports: \$49.71 billion (2010 est.)  
 Exports – Commodities: ferrous and nonferrous metals, fuel and petroleum products, chemicals, machinery and transport equipment, food products  
 Exports - Markets: Russia 21.1%, Turkey 5.3%, China 3.8% (2009 est.)  
 Imports: \$53.54 billion (2010 est.)  
 Import - Commodities: energy, machinery and equipment, chemicals  
 Import - Markets: Russia 28%, Germany 8.6%, China 6.1%, Kazakhstan 4.9%, Poland 4.9% (2009 est.)  
 Foreign Exchange Rate: hryvnia (UAH) per US dollar - 7.9111 (2010)  
 Internet Hosts: 1.098 million (2010)  
 Internet Users: 7.77 million (2009)

**Source:** CIA World Fact Book

2008 to deal with the economic crisis, but the Ukrainian Government's lack of progress in implementing reforms has twice delayed the release of IMF assistance funds. The drop in steel prices and Ukraine's exposure to the global financial crisis due to aggressive foreign borrowing lowered growth in 2008 and the economy contracted more than 15% in 2009, among the worst economic performances in the world; growth resumed in 2010, buoyed by exports. External conditions are likely to hamper efforts for economic recovery in 2011.



spurred by rising pensions and wages. Ukraine reached an agreement with the IMF for a \$16.4 billion Stand-By Arrangement in November



Asia - Continued from page 1

cost of not realizing the Asian Century scenario is huge, especially in human terms," Mr. Kuroda said.

Under the Asian Century scenario, almost 3 billion additional Asians would enjoy the fruits of prosperity at least one generation earlier than under the Middle Income Trap scenario.

While developing Asia has made significant strides in tackling income poverty, non-income poverty still remains pervasive. For example, half of all Asians live without basic sanitation while 900 million people in the region have no access to electricity.

The draft report highlights the challenges and risks that lie in the path of Asia achieving its development potential by the middle of this century and outlines the corresponding strategic decisions and actions facing Asian policy makers at the national, regional, and global levels.

The draft report overview was prepared specifically for ADB's 2011 Annual Meeting. Following discussions of the report at the gathering, a comprehensive book will be published in August.

**- Coming this Fall -**



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Recovery - Continued from page 1

suggested legislative changes on exporting to help U.S. businesses rebound from the recession and strengthen our nation's economy.

Passing the South Korea, Colombia and Panama trade agreements, which can expand important markets for U.S. businesses, is a critical first step toward increasing exports. The second step is the president's 2012 budget, which allots increased funding for export promotion and financing.

A third step is increasing cooperation among state, metropolitan and border community trade agencies — a strategy that can give businesses interested in exporting the support they need, where they need it.

Today, only 1 percent of U.S. companies export. And, of that 1 percent, 58 percent export to only one country. U.S. companies, particularly small and midsize enterprises, often face high hurdles when trying to close an export sale. They confront a lack of basic information or guidance about the export process, as well as strong competition from foreign companies.

That is why better coordination is needed — especially in metropolitan areas and border communities.

Because of their concentrations of capital, investment and innovation, metropolitan areas now produce 84 percent of the nation's exports. Border communities, meanwhile, offer U.S. companies opportunities to expand into Canada and Mexico, which remain the nation's two largest export markets.

At the International Trade Administration, which I lead, our new border export strategy aims to help businesses by reducing barriers to commerce.

This year's export strategy strives for greater government accountability and interagency transparency. It is the first time all 18 trade agencies have agreed on common metrics to measure export promotion — a major achievement.

We expect this cooperation and transparency to have a positive effect on exports. Meanwhile, the president's National Export Initiative is an unprecedented effort to help our economic recovery and generate jobs by doubling U.S. exports by 2015.

U.S. exports of goods and services last year totaled \$1.84 trillion and supported 10.3 million jobs. Exports also helped our companies expand and diversify their bottom lines. But this progress offers only a glimpse of international trade's potential.

Working more closely with state and local governments should go a long way toward opening doors for trade opportunities, as well as solving the challenges U.S. businesses face. It will also very likely improve access to key exporting information, education and resources for small and midsize enterprises.

As budget battles and concerns over our nation's debt continue, it becomes more critical that we develop partnerships to teach business owners about the advantages of foreign trade and how to make it a part of their strategic plans.

*Francisco Sanchez is the undersecretary of commerce for international trade.*

**Source:** <http://dyn.politico.com/printstory.cfm?uuid=AD50E046-EE48-82E9-C786A1F0C86AB648>

SA - Continued from page 3

ford – with an emphasis on the Mercosur nations.

The facts are that the traditional Asian appetite for soy products plus China's need to feed its own expanding livestock herds are also boosting Latin American soybean exports across the Pacific. This need for soybeans is so serious that the Chinese are willing to spend BIG money to assure a consistent long-term supply. As the world's largest importer of soy, last month China announced a \$10 billion outlay in Brazil for the production, storage and transportation of the commodity.

What sectors and stocks are likely to benefit?

I continue to emphasize the role of fertilizers in agriculture in my [Latin Stock Investing's](#) Growth portfolio based on the following macro trends:

A) Population growth and limited availability of arable land : According to U.N. data, global food consumer population is expected to grow by about 75 million per year, as a result of which, the amount of arable land is decreasing.

B) Growth of per capita GDP in developing countries: Demand for fertilizers is strongly tied to the population's income and standard of living. As the wealth of the population increases, so does its consumption of food and meat.

C) Potential exploitable land: According to FAO data, there are nearly 630 million hectares of arable land in the world that are currently untouched. Planted areas throughout the world are expected to continue to expand rapidly, especially in Brazil, one of the world's largest producers of grains, sugarcane, meat, coffee and low-cost forest products.

Companies that are direct beneficiaries of these developments in-

clude [Bunge](#) (BG), [PetroBras](#) (PBR) and [Sociedad Quimica y Minera](#) (SQM).

The good news is that these developments will "lift all boats," so I'm looking forward to more profit-making opportunities in Latin American growth stocks across multiple sectors.

**Source:** <http://blogs.forbes.com/investor/2011/05/03/south-american-companies-look-forward-to-chinese-dominance/>

TW Metals- Continued from page 4

controlled for reasons of nonproliferation, through Canada to the People's Republic of China without the required Department of Commerce licenses. Additionally, TW Metals engaged in conduct prohibited by the EAR in July 2007 by exporting aluminum bar, also controlled for reasons of nuclear nonproliferation, through Canada to Israel without the required Department of Commerce license.

"TW Metals voluntarily disclosed the violations and cooperated fully in the investigation," said Don Salo, Deputy Assistant Secretary of Commerce for Export Enforcement. "A voluntary self-disclosure is a significant mitigating factor when we consider administrative settlements," he added.

"I applaud TW Metals for coming forward to report these violations," said Assistant Secretary of Commerce for Export Enforcement David W. Mills.

**Source:** <http://www.bis.doc.gov>

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Notes Continued from page 2

only to service members from all eras, including Vietnam veterans, but also includes immediate family members (see article page 7). It is our way of saying "thank you" to those who are currently serving or have served our country.

We have repeated the article (see page 12) on using SmartPhones for access into our online classroom. It is a great way to do your class work while on the go. Download the free app today.

In this issue we highlight three entry-level short courses (see page 14) for people new to compliance. Save yourself the headache of getting Newbees up to speed. Have them enroll in these short courses.

I am always taken by the number of people who make the Honor Roll (see page 13). Congratulations to all.

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



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FTAs - Continued from page 1

and investment ties between India and New Zealand. The joint meeting has been organized by Federation of Indian Chambers and Commerce Industry (FICCI) and the India New Zealand Joint Business Council.

Mr. Sharma said the present trade between the two countries was below the potential and he hoped that new engagements will enable both sides to achieve \$3 billion trade turnover by 2014. The New Zealand Trade Minister, Tim Groser was also present on the occasion. "The FTA will not only increase the economic opportunities for both sides but will also open up big segments of investment and services," he added. Both the sides have held four rounds of negotiations and the fifth round is likely to be held soon to work and resolve contentious issues.

Asserting that India had a great potential of investments in the agro processing and cold chain sectors, Mr. Sharma said his country could utilize the expertise of New Zealand entrepreneurs and companies who had a strong presence in these two sectors. "We are looking at an investment of \$200 billion in this sector during the next three years time. We want the New Zealand participation in a greater manner in this engagement so that the Indian farmers get a better deal by reduction in the wastage incurred from transporting fruits and vegetables from farms to the markets," he remarked.

Zealand Business Council. India's \$255 million exports to New Zealand, and New Zealand's \$500m exports to India. Among the areas identified for joint venturing were agriculture technologies, food supply

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chain, and wood and green technologies. IT innovation, tourism and film were also possibilities.

Source: <http://www.thehindu.com/business/article2003437.ece?homepage=true>

### FTA with EU to Help Ease S. Korean Inflation

SEOUL, May 9 (Yonhap) — A free trade deal with the European Union is expected to help ease inflationary pressure in South Korea by lowering import prices of agricultural and fishery products and other food materials, the finance ministry said Monday.

South Korea's parliament on approved the free trade agreement (FTA) signed October last year and slated to take effect in July. In February, the European Parliament ratified the accord calling for eliminating or phasing out tariffs on 96 percent of EU goods and 99 percent of South Korean goods within three years after its implementation.

"The Korea-EU FTA is expected to result in cutting prices through tariff reductions or absorb part of factors that induce price hikes by stimulating market competition," the ministry said in a report.

The free trade pact will open the gate for cheaper meat, cheese, oranges,

grapes and other agricultural and fishery products to the domestic market, helping stabilize prices of those goods that have been playing a major role in exerting upward pressure on inflation, the report showed. South Korea's consumer prices rose 4.2 percent last month from a year earlier. The rise was less than the previous month's 4.7 percent gain but marked the fourth consecutive month that growth has been above the 4 percent mark.

Price hikes that are higher than the government's annual target of 3 percent have been mostly driven by high costs of agricultural and fishery products coupled with soaring crude oil prices. The massive slaughter of cattle and pigs infected with foot-and-mouth disease also played a role in higher livestock prices.

As for the impact of the FTA on its trade, the report estimated that South Korea's exports of automobiles, vehicle parts and television sets, among other things, will get a boost from the lowered tariff barriers. It also expected the deal will help generate about 253,000 jobs in the long term.

Source: <http://english.yonhapnews.co.kr/business/2011/05/09/8/0502000000AEN20110509001600320FHTML>

Iran - Continued from page 4

Homeland Security Investigations (HSI) agents seized hundreds of laptop computers that originated from Sunrise and were destined for Dubai, UAE. Communications related to these shipments indicated that the purchasers were located in Iran, according to the affidavit.

The affidavit alleges that agents subsequently identified a company in Dubai that was purchasing millions of dollars of computers from U.S. companies for export to Iran, through Dubai. ICE-HSI agents arrested one of the company's agents, who pleaded guilty in December 2010 and began cooperating with the government. In interviews with agents, this individual indicated that he and his company in Dubai had purchased millions worth of laptops from Shih in recent years for shipment to Iran, averaging \$700,000 worth of computers each month. The affidavit alleges that agents also obtained documents indicating that more than 1,000 computers had been shipped by Shih's company to Dubai and later to Iran, between April 9, 2010, and May 28, 2010, alone.

In February 2011, the cooperating individual met with Shih in New York. In recorded conversations, Shih allegedly told the individual he was aware of the U.S. embargo against Iran and U.S. export control laws. According to the affidavit, Shih also told the cooperating individual how to avoid detection when shipping goods to Iran by using fake invoices and indicated that he treated the seizure of some of his shipments as a "loss" when reporting business income and loses on his U.S. taxes.

The affidavit filed in support of the complaint against Habibion and Motamedian alleges that a company

in Dubai, referenced above, purchased millions of dollars worth of laptop computers from Online Micro and that these computers were subsequently shipped to Iran. According to the affidavit, the agent for the Dubai company, who was arrested, pleaded guilty and began cooperating with the government, told federal agents that Habibion and Motamedian sold roughly \$300,000 worth of computers to the Dubai company each month and that Habibion and Motamedian fully understood that the computers were destined for Iran.

In December 2010, the cooperating individual met with Habibion and Motamedian, wherein these defendants allegedly instructed the cooperating individual to make fake invoices to conceal that Iran was the destination of the shipments and to indicate that the end-users were in Dubai. In addition, the affidavit alleges that in a Jan. 5, 2011, meeting, Habibion told the cooperating individual to lie to federal agents about conducting business in Iran, stating, "If they ask you, for instance, 'Do you do business in Tehran?' 'No, I don't have any business in Tehran. I go there to visit my family, but I have no business there.' They will ask such questions, it is part of their routine."

Source: <http://www.bis.doc.gov/news/2011/doj04212011.htm>

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lay! Both STM 108 Mathematics Fundamentals and STM 160 Statistics in Business take the scary out of math. For other social science, humanities or liberal arts credits, consider HAS 170 Introduction to World Religions, HAS 188 Introduction to the Revolutionary War, or HAS 198 Introduction to the Humanities.

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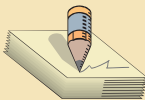
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Sherida Fezell - VA  
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Joanna Raible - AZ  
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Robyne Roberts – FL  
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***Congratulations to  
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FAE 302 Global Finance  
HAS 105 Writing Across the Curriculum  
MGT 402 Global Strategic Management  
SCM 125 Port Authority  
SCM 202 21st Century Logistics  
SCM 376 Purchasing in the Global Marketplace  
STM 385 Information Systems in Global Business  
TRD 141 Introduction to Incoterms (R) 2010  
TRD 201 Exporting Importing Environment  
TRD 307 Understanding the EAR  
TRD 320 Ethics in Trade Compliance  
TRD 330 Compliance Audits  
TRD 366 Topics in Import Management  
FAE 300 Business Finance  
HAS 170 Introduction to World Religions  
STM 108 Mathematics Fundamentals  
TRD 311 Documentation for Export Compliance

### June 2011

TRD 214 Trade Compliance Environment I  
TRD 257 Empowered Officials Essentials  
TRD 306 Understanding the ITAR  
BUS 404 Researching the Global Village  
TRD 304 US Customs Broker Exam Prep  
TRD 320 Ethics in Trade Compliance  
TRD 307 Understanding the EA  
TRD 309 Commerce License Exceptions  
TRD 323 Australia Defense Trade Control  
BUS 118 Introduction to Business Writing  
BUS 401 Global Culture  
FAE 450 International Economics  
MGT 135 Introduction to Leadership  
MGT 335 Modern Management Principles  
MGT 445 Competitive HR Management  
SCM 379 Warehousing: Practices and Principles  
STM 160 Statistics in Business  
TRD 140 Importing Duties and Regulations  
TRD 143 Introduction to C-TPAT  
TRD 225 Documentation for the Global Village  
TRD 306 Understanding the ITAR

### July 2011

TRD 215 Trade Compliance Environment II  
HAS 184 Introduction to the Short Story  
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TRD 308 Mastering ITAR Exemptions  
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TRD 311 Documentation for Export Compliance  
TRD 319 Managing Disclosures  
BUS 405 Global Business Plan  
TRD 304 US Customs Broker Exam Prep  
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