



Global Watch®

THE NEWSLETTER OF THE INTERNATIONAL IMPORT-EXPORT INSTITUTE
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Decades of Wealth Forecasted Due to Exports

By Scott Murdoch - The Australian

AUSTRALIA stands poised to capitalize on an economic transformation unparalleled in the nation's history, with a resources and commodities boom capable of generating \$480 billion of exports in the next 20 years and creating 750,000 jobs.

A landmark report by ANZ Bank and economic consultants Port Jackson Partners, released exclusively to The Australian, finds that almost \$2 trillion needs to be invested in the Australian economy for the nation to capitalize on the mining boom caused by the developing world's march towards urban industrialization.

The report finds a new economy will be formed, based primarily on mining, but the benefits will flow through to the services, education and tourism sectors. It

forecasts that commodity export earnings will grow from \$210bn last year to \$480bn by 2030, shoring up the nation's revenue growth.

The number of workers employed in the mining industry is expected to more than double from 693,000 to 1.45 million.

"This is not the stuff of a routine commodities boom but rather a more fundamental global process under way that will see billions more people achieve middle-class living, and it has decades to run," the report says.

The report - entitled: Earth, Fire, Wind and Water - warns Australian policymakers to resist the temptation to try to slow the boom and urges them to guard against "Lucky Country" complacency. Instead, the government needs to show greater political and policy leadership and encourage investment to lift economic output and increase the nation's capacity.

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Bulgaria's Non-EU Export Expands by 35% in Jan-July 2011 Y/Y

Bulgaria's export to **non-EU** countries increased by 35.1% in the first seven months of 2011 year-on-year, the National Statistical Institute announced.

Thus, Bulgaria's exports to **non-EU** states amounted to more than BGN 8.6 B, with five countries - **Turkey, Serbia, Russia, Macedonia, and China** accounting for 47% of Bulgaria's **non-EU** exports.

Bulgaria's export to **South Africa** and **Canada** has registered substantial increases, while the export to **Syria, Singapore, Peru, Indonesia, the UAE, Albania, Vietnam, and Serbia** declined.

Bulgaria's exports to **non-EU** destinations registered increases in oil,

mineral, agricultural products and raw materials, while export of processed goods declined.

In January-July 2011, Bulgaria's import from **non-EU** countries grew by 24.2% year-on-year, reaching BGN 10.5 B. The import from **Kazakhstan, the UAE, South Africa, South Korea, and Singapore** is on the rise, while the import from **Peru, Egypt, and Vietnam** declined substantially.

Thus, in its **non-EU trade**, Bulgaria registered a deficit of BGN 1.906 B in the first seven months of 2011 (export FOB minus import CIF). After the subtraction of transport and import insurance costs (export FOB minus

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Get a Head Start

Those accepted into DSU's degree programs or those hoping to get a head start on their course of study in preparation for one of many international trade certifications may want to enroll in TRD-201 Exporting/Importing Environment's October offering. It is the first class in your program for many certifications.

The class will begin October 20 and run for six weeks online. Reserve your spot today as space is limited and this popular course will not be offered again until January 5th. Contact your Advisor today.

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Notes from the President

Interesting Small Changes Felt

by *Dr. Donald N. Burton*



It seems like global financial markets can't decide what to do. They change back and forth almost daily from gloom to optimism and back to gloom, but to those really listening to the small exporter, the signs appear very positive. International trade they will tell you is rebounding, but not in the old traditional ways and not necessarily in the same industries for the same reasons. Everything about markets has become more precise and purposeful. Gone are the days of buying with abandon, conspicuous consumption and buying just because there is money or credit available. Now it is "needs" driving consumption, not "wants". Perhaps Baby Boomers the world over and their offspring have learned the lesson from the Great Generation about being frugal and saving. Whatever the reason, the world has changed and international traders must adapt. There are signs this is happening.

National Public Radio told a story recently about a Guatemalan co-op producing artesian goods that claims the recession was the best thing that could have happened—although when it happened they almost went out of business. What they learned was to take the time to fine tune their marketing effort—a rifle shot if you will—to meet the exact needs of potential global customers. This issue of GlobalWatch® reveals two stories (front page) of countries taking the time to fine tune their trade efforts.

An article on page 3 explains that military service members serving in Iraq and Afghanistan from all nations are about to undergo tremendous change as many of them return to civilian life. Our article, Military Veterans Pursue New Career Options, offers service members an in-demand way to make a good living and still be serving our nation and protecting our homeland.

In this issue both Commerce and State Departments each offer their "best practices" to help keep trade safe (pages 4 & 5), and we report about the legal action taken by them against those that violate the regulations. Government agencies appear just about ready to use the Sarbanes-Oxley Act to make publicly traded companies disclose the risk to shareholder value that compliance risks may represent. Also check out the BIS' Dual-Use "best practices" reference (page 7). The British government is tightening controls (article page 9) on bribery and corruption in international trade.

I am pleased to note our school is continuing to grow. The number of students who received their compliance training from IIEI and have since applied to continue in one of DSU's degree programs is gratifying. And the flood of new companies whose employees are enrolling says we must be doing something right. We thank you for your continued strong support. Be well.

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

Military Veterans Pursue New Career Option to Continue Protecting America

As the military begins to scale back, service members recently out of the military or those about to return to civilian life are looking at their career options. For many of those who have just spent years serving our nation, they have begun to look for new civilian careers and soon.

One attractive, well-paid option allows them to continue protecting our country as a civilian in an exciting, rapidly expanding career path. By serving as a trade compliance officer within the aerospace or defense industries and their global supply chain, veterans can continue to serve a vital protector role in the private sector. A unique program available at nationally accredited Dunlap-Stone University's international trade business school, the International Import-Export Institute (IIEI), prepares individuals for these responsible and rewarding in-demand careers. IIEI offers both degree programs and certification exam preparation programs that provide the skills and knowledge necessary for ex-service member's next assignment: serving as a Certified U.S. Export Compliance Officer®, supporting our nation's

vital effort to keep international trade safe.

Compliance personnel are our nation's front line of defense in protecting exports from being used to harm Americans. They work closely with their peers in all of the major aerospace and defense sectors and the Department of Defense and other government agencies to evaluate threats, apply complex regulations, and solve challenging regulatory issues by applying best practices to keep our trade safe. If you like the attention to detail you learned in the service, understand the absolute need to get it right in the face of dire consequences, this may be the career choice for you. All of America's supply chain, especially those in support of aerospace and defense contractors, can apply your military experience combined with the skills we teach to handle management of sensitive international trade shipments. You can continue your service to our nation in the private sector by helping defend our warfighters as a respected compliance professional. You will be protecting trade at all levels so sensitive technologies don't end up in the wrong peoples' hands.

Wanting to prepare for your civilian career while still serving your


nation? No problem. All of the school's educational programs are conducted online. Regardless of your theater of operations or duty assignment as long as you have an Internet connection, you can participate in these online classes. When it comes time to sit for your compliance certification exam, it can be proctored at your duty station.

If you already have a bachelor degree, or pursuing a complete degree program doesn't meet your personal goals at this time, no problem! IIEI at Dunlap-Stone University also offers accredited courses to prepare you to sit for the Certified U.S. Export Compliance Officer® or other international trade certification exams. This can be your next rewarding career, building on your military dedication and experience.

Use your military benefits at Dunlap-Stone University, including TA, VA Dantes and MGI Bill. Service members, veterans (including Vietnam veterans) and their families can apply for DSU's 25% Military Scholarship. The school offers a Bachelor of Science in International Trade Management with three emphasis areas to choose from: Compliance Management; Global Supply Chain Management; and Management. Each of the college's Professionally Significant Degrees™ provide practical management skills and knowledge that are relevant to your career today and in the future.

Service members, veterans and their immediate families can apply for DSU's 25% Military Scholarship

Servicemembers next assignment: be our nations' frontline of defense in protecting exports from being used to harm Americans



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BIS Update

Bureau of Industry and Security

WASHINGTON, D.C. – The U.S. Department of Commerce’s Bureau of Industry and Security (BIS) published a new set of “best practices,” developed in cooperation with U.S. industry, to help guard against the diversion of dual-use items shipped to a transshipment “hub,” or to any intermediate country before being shipped to the country of ultimate destination.

Transshipment is a routine and growing part of legitimate world trade with logistical benefits, but also can be used illegally to disguise the actual country of ultimate destination. Transshipment practices may also create a risk that items are diverted to unauthorized end-users or end-uses.

“These new best practices provide a formidable tool to help secure trade through transshipment hubs,” said Assistant Secretary for Export Administration Kevin J. Wolf. “BIS is committed to working with industry to adopt best practices critical to safeguarding U.S. national security interests.”

The following new best practices will help exporters, re-exporters, freight forwarders and other parties to comply with US export control regulations and laws and augment BIS’s Export Management and Compliance Guidelines. BIS is encouraging industry to:

- Pay heightened attention to BIS’s Red Flag Indicators and communicate red flag concerns internally.
- Seek to utilize only those trade facilitators and freight forwarders that administer sound export control management and compliance programs that include transshipment trade best practices.

BIS Guard - Continued on page 10

Dutch Citizen Arrested, Charged With Conspiracy To Export Goods To Iran

If convicted, Davis faces a maximum potential penalty of 20 years in prison and a \$1 million fine.

Federal agents arrested a former manager of a Netherlands-based **freight forwarding company** for allegedly conspiring with others to export goods – including aircraft parts, peroxide, and other materials – to Iran, New Jersey U.S. Attorney Paul J. Fishman announced.

Ulrich Davis, 50, of The Netherlands, is charged in a criminal Complaint with one count of conspiracy to violate the **International Emergency Economic Powers Act** and the Iranian Transactions Regulations. Davis was arrested at Newark Liberty International Airport as he was attempting to depart for The Netherlands by special agents of the U.S. Department of Commerce Bureau of Industry and Security and the U.S. Department of Homeland Security’s Immigration and Customs Enforcement, Homeland Security Investigations.

“According to the Complaint, Ulrich Davis sent prohibited shipments to Iran, intentionally hiding the nature of sensitive materials to be provided to the Iranian military,” said U.S. Attorney Fishman. “The violation of export laws designed to keep American munitions out of the wrong hands is more than shady business practice; it is a threat to national security.”

“This investigation demonstrates our ongoing commitment to pursue individuals, including those in the **freight forwarder community,**

Dutch - Continued on page 11

Iranian National Sentenced To 51 Months In Prison For Plot To Illegally Export Missile Components and Radio Test Sets To Iran

An Iranian national who maintained a residence and business in California was sentenced to 51 months in federal prison after pleading guilty in May to two felony charges stemming from his efforts to illegally export missile components and radio test sets from the United States to Iran, via the United Arab Emirates.

The defendant, Davoud Baniameri, 38, of Woodland Hills, Calif., was sentenced after he pleaded guilty to one count of conspiring to export goods and technology to Iran without a license or approval from the U.S. Department of Treasury in violation of the International Emergency Economic Powers Act (IEEPA) and one count of attempting to export defense articles on the U.S. Munitions List from the United States without a license or approval from the U.S. Department of State in violation of the Arms Export Control Act (AECA).

Baniameri, also known as “Davoud Baniamery,” David Baniameri,” and “David Baniemery,” was arrested on a criminal complaint on Sept. 9, 2009, and indicted in December 2009, along with co-defendant Andro Telemi, 40, of La Tuna Canyon, Calif., a naturalized U.S. citizen from Iran. A superseding indictment in July 2010 charged Baniameri, Telemi and a third defendant, Syed Majid Mousavi, an Iranian citizen living in Iran. Telemi, also known as “Andre Telimi” and “Andre Telemi,” was released and is awaiting trial in federal court in Chicago. Mousavi, also known as

Iran - Continued on page 11

DDTC Update

Directorate of Defense Trade Controls

Commodity Jurisdiction Form

Effective immediately

Applicants must use the newly revised DS-4076 Commodity Jurisdiction form, Version Number 1.2. All prior versions will be rejected at the time of submission.

One principal change includes a change to Block 12 adding a none check box, which allows applicants to indicate when there is no equivalent U.S. or foreign product. Another change in Block 19 gives the applicant the option of directing DDTC to correspond with the applicant by email, to include notification of the final determination, rather than by means of the U.S. Postal Service.

View new guidelines. (http://pmdtc.state.gov/commodity_jurisdiction/index.html)

Final Rule on Electronic Payment for Registration

Review the final rule published in the Federal Register regarding electronic payment of ITAR registration fees. Companies registering on or after October 1, 2011 will be required to submit their payments electronically. Beginning August 2011, registration renewal letters will contain specific instructions on submitting registration fees electronically. The DS-

Rules - Continued on page 10

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Top 10 State Department "Best Practices" for Safe Trans-shipments

Ten "best practices" suggested by the Department of State as the basis upon which we can build effective international transshipment security measures:

1. First to have a transparent and interagency-coordinated legal and regulatory system that comprehensively controls items for export, re-export, transit and transshipment that extends fully to activities within free trade zones, and is consistent with the guidelines and lists of the four multilateral regimes and relevant Security Council Resolutions.
2. Ensure for listed items that licenses are required for the transshipment of all munitions and nuclear items, and for all exports of other listed items at least to countries and end-users identified as being of proliferation concern or those endeavors acting on their behalf. Coordination with the exporting country, as appropriate, to ensure that transshipments of listed items are consistent with the intent of the exporting country.
3. Ensure catch-all authority controls all items in transit and transshipment where there is a reasonable suspicion that the items are intended to be used in WMD, their re-

lated delivery systems, or conventional arms.

4. Adopt internationally endorsed requirements for manifest collection in advance of the arrival of all controlled goods, regardless of their end destination. This would provide the governments the ability to vet transactions against known end users of concern and for inconsistencies that raise suspicion, and do it in time to stop and seize the transaction utilizing catch-all controls if necessary. The WCO SAFE Framework provides a multilaterally accepted data model to simplify for shippers how this information can be selected, formatted, and transmitted.
5. Encourage industry to develop stronger internal compliance programs, and conduct focused outreach to manufacturers, distributors, brokers, and freight forwarders to raise awareness of their export control obligations and the potential penalties for non-compliance. A robust government-industry partnership in the context of transit, transshipment, and re-export is essential to effectively safeguard circumstances of transshipment trade from proliferation related activities.
6. Provide adequate resources and training for customs and enforcement officers so that

State 10 - Continued on page 11

In Compliance....

The Sarbanes-Oxley Act & the Risks of Export Violations

By: IIEI Staff

More Boards of Directors are becoming aware they are required to report the risks involved in exporting tightly regulated goods and services covered under the EAR and ITAR.

The trade compliance industry's heavy reliance on the Certified U.S. Export Compliance Officer® (CUSECO) designation as the industry standard has had far reaching risk management consequences for organizations in the aerospace and defense industries. Rapidly approaching 1,000 CUSECO certification holders in the U.S, they can also be found worldwide in many other industry sectors from retailing to manufacturing to services. Although not formally recognized by the US Government*, its wide acceptance by industry and recognition by governments such as the People's Republic of China has made it the defacto global industry trade compliance certification standard.

Because the consequences of export violations can result in the debarment from exporting and/or financial penalties in excess of \$100 million or more, companies are finding third-party validation of the knowledge and expertise of their compliance workers is an absolute must and a small expense. No longer can companies merely rely on a review of resume to suffice in offsetting the huge compliance risks presented by a violation. The Sarbanes-

The Sarbanes-Oxley Act requires publicly traded companies to disclose the risk they face to their shareholders, including their trade compliance risk.

Oxley Act requires publicly traded companies to disclose the risk they face to their shareholders, including their trade compliance risk. By having all of their compliance personnel independently tested and validated by IIEI Certification, organizations have proof they have met the due-diligence required to defend that their employees are competent in overseeing exports and thus mitigating compliance risks.

Consequently, a growing number of Board of Directors of large and small companies whose exports are licensed are aligning their corporate governance and risk management policies to include required reliance on industry certification. It is no surprise an examination of job posting web sites such as TradeComplianceJobs.com and others show the CUSECO certification is now a hiring requirement or preference by a large number of organizations for new hires in the compliance arena.

A review of violator's settlements/decrees with government agencies and IIEI Certification's records shows that many companies after receiving fines and penalties from the US Government agencies quickly turn to IIEI Certification to obtain independent validation of their compliance workforce's proficiency.

A growing number of compliance training companies and universities across America train people in

preparation for the CUSECO examination, a rigorous 4 hour proctored test. The first-time pass rate is less than 80%. There are a number of independent training organizations offering two-day CUSECO exam preparation training courses across the U.S. throughout the year. The International Import-Export Institute at Dunlap-Stone University offers online accredited college level courses that train people for careers as compliance officers and also train individuals for the CUSECO exam.

When government auditors visit companies, an increasing number of companies provide their employee's industry certified CUSECO credentials to these auditors* when asked to show their due-diligence effort in maintaining the training and expertise of their compliance workers. To maintain certification, workers must complete approved training each year.

Letters from individuals earning the prestigious CUSECO credential tell IIEI Certification their certifica-

Risk Continued on page 7



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

Risk *Continued from page 6*

tion has helped them in their career advancement. According to employment search firms, the CUSECO designation is often listed as either required or preferred by employers when listing the requirements for compliance new hires.

**IIEI Certification's
Advocacy Role**

For over 16 years, **IIEI Certification** has served the international trade industry in its advocacy role as the supported and accepted worldwide certification standard organization for international trade.

The cornerstone of the IIEI Certification program are the volunteers throughout the world who participate in the process with their time and expertise in helping ensure that the baseline knowledge requirements reflect "best practices" for any trade certification and continue to meet the needs of industry.

Recognized the world over as the international trade certification standards authority, IIEI Certification* says it is pleased to have the U.S. Department of Commerce "applaud" its efforts to bring its "One World, One Standard" certification regimen to nations and individuals throughout the globe. More than two thousand companies have participated.

All of the industry certification standards offered by IIEI Certification, including the **CUSECO**, are published on its web site. These standards are available free of charge



to all governments, colleges, universities and training organizations in all nations. Thanks to the efforts of countless thousands of volunteers over the years, the global standards here have been recognized and supported in over 140 countries.

IIEI Certification is a member of the American National Standards Institute (ANSI). It is administratively supported by the International Import-Export Institute, the international trade business school, at Dunlap-Stone University. IIEI Certification is a division of International Export Institute, Inc.

*The USG by statute is not permitted to endorse or recommend any one business product or service over another.

University Export Controls
Class Starts October 6th

University Compliance Professionals desiring a very solid grounding in the U.S. Government's export control regimen, including the ITAR, EAR, and other major ever-changing regulatory issues facing universities in America today, may want to consider enrolling in this new six-week online course.

This recently developed online class targets the needs of U.S. universities and research centers. It is titled: **University Export Control Environment (TRD-331)**. It was developed at the request of university staff members that have taken our other courses such as Understanding the ITAR and Empowered Official Essentials, but desired a course specifically to meet their needs. Call today to register.

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Dual-Use Best Practices

BIS' 2011 "*Best Practices for Preventing Unlawful Diversion of U.S. Dual-Use Items Subject to the Export Administration Regulations, Particularly through Transshipment Trade*" are posted on the BIS website

<http://www.bis.doc.gov/complianceand enforcement/bestpractices.htm>

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Country Profile
Kingdom of Sweden

Sweden is a constitutional monarchy, in which King Carl XVI Gustaf is head of state, but royal power has long been limited to official and ceremonial functions. Constitutionally, the 349-member Riksdag (Parliament) holds supreme authority in modern Sweden.

A military power during the 17th century, the Kingdom of Sweden, generally called Sweden, has not participated in any war for almost two centuries. Sweden's long-successful economic formula of a capitalist system interlarded with substantial welfare elements was challenged in the 1990s by high unemployment and in 2000-02 and 2009 by the global economic downturns, but fiscal discipline over the past sev-



Stockholm

Sweden has achieved an enviable standard of living

eral years has allowed the country to weather economic vagaries.

Sweden joined the EU in 1995, but the public rejected the introduction of the euro in a 2003 referendum.

Located in Northern Europe, bordering the Baltic Sea, Gulf of

Bothnia, Kattegat, and Skagerrak, between Finland and Norway, Sweden is mostly flat or gently rolling lowlands; mountains in west.

Sweden has achieved an enviable standard of living under a mixed system of high-tech capitalism and extensive welfare benefits. It has a modern distribution system, excellent internal and external communications, and a skilled labor force. Timber, hydropower, and iron ore constitute the resource base of an economy heavily oriented toward foreign trade. Privately owned firms account for about 90% of industrial output, of which the engineering sector accounts for 50% of output and exports. Agriculture accounts for little more than 1% of GDP and of employment. Until 2008, Sweden was in the midst of a sustained economic upswing, boosted by increased domestic demand and strong exports. This and robust finances offered the center-right government considerable scope to implement its reform program aimed at increasing employment,



Sweden at a Glance

- [GDP \(purchasing power parity\):](#) \$354.7 billion (2010 est.)
- [GDP \(official exchange rate\):](#) \$455.8 billion (2010 est.)
- [GDP - real growth rate:](#) 5.5% (2010 est.)
- [GDP - per capita \(PPP\):](#) \$39,100 (2010 est.)
- [Labor force:](#) 4.961 million (2010 est.)
- [Unemployment rate:](#) 8.4% (2010 est.)
- [Exports:](#) \$160.4 billion (2010 est.)
- [Exports - commodities:](#) machinery 35%, motor vehicles, paper products, pulp and wood, iron and steel products, chemicals
- [Exports - partners:](#) Norway 10.6%, Germany 10.2%, UK 7.4%, Denmark 7.3%, Finland 6.4%, US 6.4%, France 5%, Netherlands 4.7% (2009)
- [Imports:](#) \$149.1 billion (2010 est.)
- [Imports - commodities:](#) machinery, petroleum and petroleum products, chemicals, motor vehicles, iron and steel; foodstuffs, clothing
- [Imports - partners:](#) Germany 18%, Denmark 8.9%, Norway 8.7%, Netherlands 6.1%, UK 5.5%, Finland 5.2%, France 5%, China 4.8% (2009)
- [Exchange rates:](#) Swedish kronor (SEK) per US dollar - 7.5077 (2010)
- [Internet hosts:](#) 4.396 million (2010)
- [Internet users:](#) 8.398 million (2009)

Source: CIA World Fact Book

reducing welfare dependence, and streamlining the state's role in the economy. Despite strong finances and underlying fundamentals, the Swedish economy slid into recession in the third quarter of 2008 and growth continued downward in 2009 as deteriorating global conditions reduced export demand and consumption. Strong exports of commodities and a return to profitability by Sweden's banking sector drove the strong rebound in 2010.

Opinion**Ethics in Trade Compliance: 9/11/11***By: Art Hattersley, MBA, ASHM*

When people talk about Trade Compliance, most of the time they relate it to proper documentation, rules and regulations, and Government and company policies and procedures. Unfortunately, one of the most important aspects of Trade Compliance is sometimes overlooked. I'm talking about Ethics.

Trade Compliance Officers not only need their paperwork in order, they also have to make sure that the trades are conducted ethically in order to protect their company and their Country. This may entail making the tough decision to not ship a product that has not been properly cleared or does not have

the proper paperwork, even when pressured to do so.

One way a company can help ensure that employees are not pressured to act unethically is to develop a strong ethics program. Senior Management must send a strong message throughout the entire organization that the company will operate its business with the highest regard to Ethics.

The first step toward ethical compliance can be accomplished through a strong mission statement outlining the company's core ethical values. This message must be communicated throughout the organization and continually reinforced by not

only Senior Managements' words, but by their actions as well.

The company must also develop a comprehensive Ethics training program that addresses proper ethical behavior, reporting unethical conduct, and consequences for inappropriate behavior. This program must be reinforced through continuous employee training, management commitment, and Senior Management interaction.

In today's post 9/11 world, we all have to act ethically to ensure that our company and our Country are safe and secure.

About the Author

Art Hattersley is an adjunct faculty member at IIEI. Art is Health & Safety Manager at SunCoke Energy - Indiana Harbor Operations

FSA Fines Willis Limited £6.895 Million for Anti-bribery and Corruption Systems and Controls Failings

On July 21, 2011, the U.K. Financial Services Authority (FSA) announced that it had fined Willis Limited (Willis) £6.895 million for shortcomings in its anti-bribery and corruption systems and controls. The record fine came after an investigation identified \$227,000 in

suspicious payments to counter parties in Egypt and Russia, which the FSA said were referred to

UK's Record
Fine for Bribery
& Corruption

the U.K.'s Serious Organized Crime Agency for further investigation. According to the FSA's press release, Willis failings created an unacceptable risk that payments made by the company to overseas third parties could be used for corrupt purposes. The fine represents the largest imposed by the FSA in relation to any type of financial crime (corruption-related or otherwise) to date.

The FSA press release states that between January 2005 and December 2009, Willis made £27

million in payments to overseas third parties to win and retain business abroad, particularly in high corruption risk jurisdictions. Specifically, the FSA investigation found that Willis failed to: (i) ensure there was a legitimate commercial rationale to support its payments to overseas third parties; (ii) ensure that adequate due diligence was carried out on overseas third parties; (iii) evaluate the risk involved in doing business with the third parties; and (iv) adequately review its third-party relationships on a regular basis.

The announcement notes that Willis cooperated with the FSA and agreed to settle at an early stage of the FSA's investigation. As a result, Willis qualified for a 30% discount under the FSA's settlement discount scheme.

Source:

http://www.fcpaenforcement.com/documents/document_detail.asp?ID=8391&PAGE=2

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they can identify proliferation-related items, including increasing cooperation between enforcement agencies and licensing authorities and other sources of technical assistance.

7. Fully use inspection authorities for cargos of potential concern, and adopt and deploy appropriate screening technologies—both non-intrusive inspection and radiation detection.
8. Make full use of authorities to seize and dispose of cargos of proliferation concern. Limit enforcement officials' personal liability for the conduct of routine investigations of shipments.
9. Institute effective penalties sufficient to punish and deter proliferation-related transshipment activities. Prosecute transshipment violations to the full extent of the law and publicize prosecutions as a deterrent.
10. Establish and maintain information sharing exchanges with counterparts in other countries and ensure timely replies to inquiries for assistance.

Source: http://www.bis.doc.gov/news/2011/bis_press08312011.htm

BIS Guard - Continued from page 4

- Obtain detailed information on the credentials of foreign customers to assess diversion risk.
- For routed transactions, establish and maintain a trusted relationship with parties to mitigate risks.
- Communicate export control classification and destination information to end-users and consignees on government and commercial export documentation.
- Provide the ECCN or the EAR99 classification to freight forwarders for all export transactions and report the classifications in the Automated Export System (AES), if applicable.
- Use information technology to the maximum extent feasible to augment "know your customer" and other due-diligence measures in combating the threats of diversion and increase confidence that shipments will reach authorized end-users for authorized end-uses.

This set of best practices, aimed at U.S industry, supports one of ten best practices suggested by the State Department's Bureau of International Security and Nonproliferation to foreign governments at the Global Transshipment Seminar in Dubai, United Arab Emirates, in March 2011. That best practice suggestion encouraged industry to develop stronger internal compliance programs, conduct focused outreach, and raise awareness of export control obligations.

Source: http://www.bis.doc.gov/news/2011/bis_press08312011.htm

Rules - Continued from page 5

2032, Statement of Registration has been revised to accommodate electronic payments and must be used beginning September 26, 2011. The revised form and further detailed instructions, for both foreign brokers and US companies, will be posted on DDTC's website as the deadline for electronic payment submission nears.

http://www.pmdtdc.state.gov/FR/2011/final_rule_electronic_payment.pdf

NEW Dual and Third Country National Guidance:

The following guidance relates to the August 15, 2011 implementation of the new § 126.18 rule on dual and third country nationals. The first document relates to the changes to agreements and will be incorporated into the new Guidelines as well. **D-TCN AG Guidance Final.** Visit:

Source: [/www.pmdtdc.state.gov/licensing/documents/D-TCN_AG_GuidanceFinal.pdf](http://www.pmdtdc.state.gov/licensing/documents/D-TCN_AG_GuidanceFinal.pdf)



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Dutch - Continued from page 4

who knowingly violate U.S. export control laws no matter where in the world they set up their illicit operations,” said Eric Hirschhorn, Under Secretary for Industry and Security.

Davis was the Sales and Business Development Manager for a company described in the Complaint as “the Netherlands freight-forwarding company” in 2007 and 2008. The Netherlands freight-forwarding company was affiliated with a New York-based freight-forwarding company. Davis and the Netherlands company caused several shipments to be made to Iran without the necessary authorization from the United States government and in violation of the law.

In May 2007, the Netherlands freight-forwarding company caused attitude direction indicators for aircraft to be sent from the United States to Iran. Davis directed the transport company to disguise the nature of the shipment by removing the invoices and list of items from the box.

Also in May 2007, Davis’ company forwarded a fuel control unit for use on a Boeing 747 aircraft to Iran. In September 2007, the Netherlands freight forwarder shipped C-130 aircraft parts to Iran; Davis was listed as the employee responsible for the shipment.

In 2007 and 2008, Davis also procured various materials from a



New Jersey company – including adhesive primer, peroxide, and aerosols – that were sent to Iran in multiple shipments between August 2007 and January 2008. The shipments were made by the New York-based freight forwarding company, via another country. At least one of the shipper’s export declarations filed by the New York freight forwarder falsely identified The Netherlands as the ultimate destination. Davis had instructed an employee of the New York freight forwarder to falsely list The Netherlands as the country of ultimate destination for the exports. The address in The Netherlands was a post office box.

In a January 2008 email regarding the shipments, Davis noted that, “99% of these goods were destined to be sent to Teheran [sic]/ Iran, which was and still is a very difficult destination due to political reasons.”

Source: <http://www.bis.doc.gov/news/2011/doj08092011.htm>



Another Certification to Keep in Mind

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Iran - Continued from page 4

“Majid Moosavy,” remains a fugitive and is believed to be in Iran.

According to the plea agreement and other court records, sometime before Oct. 10, 2008, Mousavi, based in Iran, contacted Baniameri in California and requested that he purchase and export radio test sets from the United States to Iran, through Dubai. Baniameri agreed and over the next few months negotiated the purchase of three Marconi radio test sets from a company in Illinois. Ultimately, Baniameri arranged for the radio test kits to be sent to him in California, where he shipped them to Dubai, for ultimate transshipment to Iran. At no time did Baniameri obtain or attempt to obtain a license from the U.S. government for the export of the radio test sets.

The plea agreement also states that, sometime before Aug. 10, 2009, Mousavi contacted Baniameri and requested that he purchase and export to Iran via Dubai 10 connector adapters for the TOW and TOW2 missile systems. Baniameri agreed to purchase the items on behalf of Mousavi, and over the next few months, he admitted that he and his co-defendants attempted to purchase 10 connector adapters from a company in Illinois, which unbeknownst to them, was in fact a company controlled by law enforcement. In September 2009, Baniameri admitted that he directed Telemi to take possession of the connector adapters in California after having paid \$9,450 to a representative of the Illinois company. To further facilitate the export of these items to Iran, Baniameri arranged to fly from the United States to Dubai and then from Dubai to Iran. At no time did Baniameri obtain or attempt to obtain a license from the U.S. government for the export of the connector adapters. He was arrested before leaving the United States.

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

Australia *Continued from page 1*

ANZ has forecast that the Australian dollar could hit \$US1.25 because of sustained commodities prices and higher global infrastructure investment.

The bullish report comes amid a mixed outlook for the Australian economy. The unemployment rate, published yesterday, jumped from 5.1 per cent in July to 5.3 per cent last month, pushing 40,000 people out of the workforce. However, the economy grew by a strong 1.2 per cent in the June quarter, driven by improved consumer spending.

Writing in *The Australian*, ANZ chief executive Mike Smith says the nation is facing more than a one-off mining boom; a major structural shift is under way. He urges the Labor government to broaden its approach in managing the supercycle to ensure the benefits flow through to the rest of the economy.

“the envy of the rest of the developed world”

“Australia is currently experiencing the kind of ‘problem’ that makes us the envy of the rest of the developed world,” Mr Smith writes.

“If Australia can expand capacity rapidly enough, export revenues from hard and soft commodities could reach half a trillion dollars in real terms by 2030.

“The scale of investment required is unprecedented.”

The report forecasts up to \$1.8 trillion needs to be injected into the economy to allow Australia to maximise the benefits from the growing appetite in China and the region for commodities. But it warns the transformation will not happen without a greater focus on increas-

Some Training Budgets were Cut in 2010 & 2011: Protect Your Certification

The financial recession has impacted people’s ability to earn their Continuing Education Units (CEUs) required to keep their CUSECO certification current, say certification holders. They say it all stems from company budget cuts to training or in some cases due to personal hardship, being laid-off. Rather than contact the IIEI Certification department, they remain silent when there is often a remedy available.

... place ... certification in a ‘Pending Status’ due to hardship...

Many certification holders don’t realize they can petition to the IIEI Certification to place their certification in a Pending Status due to hardship. This keeps their certification from lapsing. We realize our certification holders have worked hard to earn the designation, which has become a requirement for employment in more companies, and we will work with individuals on ways to keep it other than retesting to renew

their certification.

IIEI Certification holders can take online classes or earn CEUs by attending seminars, webinars, and conferences. Some companies hold extensive “in-house” trade compliance training where CEUs can apply. Many students combine short IIEI refresher courses with other types of training to meet the quota. There are many ways to earn CEUs.

The point is this, the IIEI Certification department is available to discuss all options in order to help in times of hardship. And maybe you just need to request a Pending Status so that your certification does not lapse while you’re waiting for your company’s training budget to be available again. Let us know and we will try to work with you. Call (877) 299-7637 for assistance today.

ing the size of the nation’s skilled workforce; tapping foreign capital, including Chinese ownership of mines and farms; reversing the productivity slump; applying new research and development; and accelerating planning and water access approvals for mine and farm development.

Excerpted from source article..

Source: www.theaustralian.com.au/national-affairs/decades-of-wealth-from-boom-as-commodities-exports-forecast-to-hit-480bn/story-fn59niix-1226132689353

Bulgaria- *Continued on page 12*

import FOB), Bulgaria’s deficit with non-EU countries is reduced to BGN 1.353 B.

In July 2011 alone, Bulgaria’s non-EU trade saw a negative balance of BGN 141.6 M, as Bulgaria’s exports to non-EU states reached BGN 1.3 B, an increase of 32.7% year-on-year, while its imports from outside the EU came at BGN 1.5 B, an increase of 6.6% compared with July 2010.

Source: http://www.novinite.com/view_news.php?id=131934

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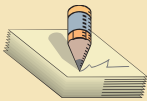
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Glade Cunningham - OH
David Dean - IA
Katia Dvorak - MD
Sherida Feazell - VA
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Janice Glad - FL
Maurits Gorlee - Netherlands
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Debbie Luiz - TN
Jon Lytton - VA
Arlene Mann - NY
David Martell - WI
John Montgomery - TX
Gloria Morello - VA
Tomas Nunez - TX
Donna Parks - MD
Dawn Phillips - NC
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Richard Powell - VA
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Andria Toscano - AZ
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Congratulations to Everyone! Well done!

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This is an excellent course for New Compliance Personnel and IIEI Certification holders needing CEUs. To view the complete listing of Major Course Topics, contact your Advisor at 800-474-8013.

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[TRD 141 Incoterms® 2010](#) **Jan 12 - Feb 22** **Enroll**

Click course title for course descriptions and click Enroll to register for class, or call and speak with an Advisor at (800) 474-8013.

Class Start Dates

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

October 2011

- TRD 331 University Export Compliance Environ
- HAS 191 Introduction to Theatre History
- STM 175 Introduction to Earth Science
- BUS 101 Getting Started in International Trade
- TRD 214 Trade Compliance Environment 1
- TRD 330 Export Compliance Audits
- TRD 307 Understanding the EAR
- TRD 311 Documentation for Export Compliance
- TRD 324 Canada: Export Controls
- BUS 405 Global Business Plan
- TRD 141 Incoterms(R) 2010
- TRD 201 Exporting Importing Environment
- TRD 320 Ethics in Trade Compliance
- TRD 215 Trade Compliance Environment 2
- TRD 306 Understanding the ITAR
- TRD 319 Managing Disclosures

November 2011

- TRD 325 UK Export Control Regulations
- TRD 307 Understanding the EAR
- TRD 317 Introduction to FCPA
- BUS 108 Introduction to Mathematics I
- MGT 345 Organizational Behavior
- BUS 208 Innovation and Entrepreneurship
- FAE 450 International Economics
- HAS 103 Critical Thinking Analysis
- MGT 135 Introduction to Leadership
- TRD 140 Importing Duties and Regulations
- STM 160 Statistics in Business
- TRD 311 Documentation for Export Compliance
- MGT 335 Modern Management Principles
- SCM Freight Forwarder Practices
- BUS 401 Global Culture
- SCM 412 Global Supply Chain Strategies
- BUS 440 Legal Environment of Business
- TRD 216 Trade Compliance Environment III
- TRD 308 Mastering ITAR Exemptions

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