



# Global Watch<sup>®</sup>

THE NEWSLETTER OF THE INTERNATIONAL IMPORT-EXPORT INSTITUTE  
19820 NORTH 7TH STREET, SUITE 100, PHOENIX, ARIZONA USA 85024

MAY/JUNE 2012, VOLUME 12, ISSUE 3

## Validating Trade Compliance Readiness Emerges as a Critical Key of Due-diligence to Prevent Export Violations

Regardless of a company's size or industry it serves, adherence to export laws and trade regulations are critical to its survival. Experts say regulations are only going to intensify. In today's climate of heightened concern for national safety, countries active in global trade find it necessary to enact strict rules and procedures to protect their national interests. To ensure compliance with these laws, nations impose strict penalties for violations, even for first time offenders. This creates an environment that is particularly difficult for smaller companies with limited resources and for extremely large corporations with decentralized operations to demonstrate their due-diligence.

Small companies find it difficult to fund having front-line workers gain the up-to-date knowledge needed to keep them in compliance. Large companies have a different problem. Having an abundance of compliance knowledge across their organization, they don't necessarily have it where it is needed at a moment in time. This potentially puts them at risk.

It is often said that a company's trade compliance ability isn't based on how many people work in compliance, or the number of controls in place, but instead

compliance's effectiveness is based on having the exact knowledge and experience needed at the precise interface of export action to assure a violation never occurs. That is a challenge, particularly for large diverse companies.

With multiple divisions, subsidiaries and locations, large companies face a particularly daunting task. They don't have an accurate measurement mechanism by which to judge their workers' proficiency, whose skill levels vary from person to person. It only takes one unskilled compliance person to be the weak link to cause a violation. When management has only a general idea of the true knowledge and ability of their compliance staff members, it puts the organization at risk. This expands systemic risk, a risk caused by simple human error or process errors, to unimaginable levels. Lack of knowledge—ignorance—leaves the company completely naked, exposed, wide open to serious violations that could result in the debarment of the company from exports or harm national interests.

That is why it is important to quantify—know with a high degree of certainty—the exact expertise and graded

*Compliance Continued on page 12*

## Global Trade Value up by 5% in the First Quarter of 2012

The value of world merchandise trade was 5% higher in the first quarter of 2012 compared to the same period of 2011, according to WTO figures released on 8 June 2012. This modest performance follows a slowdown in trade during the second half of 2011. Read whole story at link below.

Source: [http://www.wto.org/english/news\\_e/news12\\_e/stts\\_13jun12\\_e.htm](http://www.wto.org/english/news_e/news12_e/stts_13jun12_e.htm)

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## Network Rollout Puts a Nation in Touch

**Alotau, Papua New Guinea-** Warren Dipole is the owner and manager of Ulumani Treetops Lodge, a remote and environmentally friendly vacation destination. Dipole needs a good, reliable mobile phone network to carry out his business, but that was elusive until recently.

"The mobile phone signal used to be very inconsistent. Sometimes it would disappear for days, sometimes months at a time," says Dipole.

"My business could not survive without a reliable mobile phone service.

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**GlobalWatch®** is a publication of  
**The International  
 Import-Export Institute**  
 Phoenix, Arizona, USA

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**GlobalWatch®** is published bi-monthly  
 by the  
 International Import-Export Institute at  
 Dunlap-Stone University.

Publication policies are at:  
<http://iiei.dunlap-stone.edu/globalwatch-publishing-policies/>

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## Notes from the President

### Something for Everyone

by *Dr. Donald N. Burton*



Global trade is slowly making headway in returning to normal and that impacts much of what we do here at our school. We are seeing an increasing number of students entering the Global Supply Chain Management degree program emphasis. (See article on page 3). Students entering this program tend to be people already working throughout the supply chain and are seeking to prepare themselves for career advancement by obtaining their Bachelor degree. We welcome you all into our Professionally Significant Degree® programs. A number of people currently working on their trade compliance degree have recently opted for a dual degree with both Trade Compliance Management and Global Supply Chain Management emphasis areas. What a combination that makes!

The Country Profile spotlight this issue is on Papua New Guinea. Read the supporting article "Network Rollout Puts a Nation in Touch" on page 1 about their new national communication network. Basically that hooks their population up to the Internet and makes them open to international trade. Many of you should investigate partnering with their small businesses and entrepreneurs.

We have a booth at BIS Annual Update Conference 2012 in Washington D.C. July 17-19<sup>th</sup> If you are attending, come by and say HI to our

staff. We really like seeing old friends and making new ones! There are articles throughout this issue of GlobalWatch® about export violators and the consequences of their actions. That is because the trend by the Department of Justice is to increase investigations and prosecute offenders vigorously.

Read Jim Dickenson's article "Simplified Entry" (page 6) to get a chuckle about government processes. He does a great job explaining it.

The article on page 10 "Risk Assessment and Risk Mitigation: What is your organization Doing?" provides an interesting perspective to consider.

Noting the increasing number of degree seeking students enrolling, Caulyne Barron wrote the article on page 12 "It all Starts with a Goal" to point out some interesting ideas and considerations for people wanting to return to school.

If you have expertise in compliance or perhaps you have a friend or relative with healthcare experience and you would like to consider helping develop courses in these two disciplines or assist in the final development of a masters degree programs in regulatory trade compliance, you should read our notices on page 14. You will also note on

Notes Continued on page 13



Discover why training to become a Certified U.S. Export Compliance Officer® is important to U.S. aerospace & defense contractors and their trade compliance personnel.

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## Global Supply Chain Bachelor Degree Offers Unique Value To Students and their Employers

Why is our university's logistics bachelor degree program so attractive to students? We are asked this important question often. People sense that it is not like other schools' offerings but until the key differences are highlighted they find it difficult to identify just how dissimilar and valuable it is. The short answer we give potential students is our program focuses on providing value aligned with what's happening in the world marketplace today. The long answer really hits home with new students.

With the help of industry leaders, we approach the discipline of logistics education from the perspective of the employer and what skill sets they need now and in the near future to support their strategic efforts. Experts in the field tell us it is not enough for someone entering a career in logistics to know only the various basic theories concerning logistics and the mathematical models pertaining to efficiencies in the processes within the global supply chain arena, which are the typical learning outcomes of many logistics educational programs. Employers today seek to hire RESULTS, people that can contribute immediately to the company's value proposition and bottom line, people who understand their employer's customers problems and can offer experiential knowledge and solutions to meet the demands of today's marketplace.

Here are a few of the key elements of our unique program:

- **Focuses on the relationship needs:** Bottoms-up, nuts & bolts know-how integrated with a top-down world-class educational perspective.
- **Practical Knowledge:** Provides students with the practical skills and knowledge to efficiently and effectively move goods and services safely throughout the global supply chain. In short, Professionally significant Degrees®.
- **Faculty:** Our instructors, working experts in their fields, share with students their passion, knowledge and experience in all areas touching the global supply chain.
- **“How to” Skills:** Provide students with “how to” skills valued by today's employers.
- **Integrated Viewpoint:** Focuses on the whole supply chain—helping students understand the complex, dynamic and evolving 21<sup>st</sup> century global supply chain, addressing the unique needs and necessities of each element—from raw materials to manufacturer, to logistics providers, to distribution channel considerations through to the consumer.

Logistics is a supportive discipline, meaning, everything it does is integrated with and dependent on and supports members of the whole supply chain. It isn't enough to understand just the logistics considerations in today's ever expansive global marketplace. Logistics professionals today must understand and relate to the problem sets of all team members in the global supply chain. That is the focus of our school's Global Supply Chain Management emphasis within the Bachelor of Science in International Trade Management.

For more information about the Global Supply Chain program, call or email, Lisa Fritsch at (800) 474-8013 or [lfritsch@dunlap-stone.edu](mailto:lfritsch@dunlap-stone.edu).

### Broaden Your Career Options:

Add Another Degree Emphasis to Your Bachelor Degree

Many find it be beneficial to have dual degree emphasis areas in their bachelor degree education. By completing four additional courses you can add the much in demand Trade Compliance Management emphasis to your logistics degree. Or you may elect to add a Management emphasis to bolster you management skills and value. The benefits of adding a second emphasis is it gives you more career options and marketable skills

Contact your enrollment Counselor today to find out how easy it is to broaden your career possibilities.

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## BIS Update

Bureau of Industry and Security

### Ericsson De Panama Pays \$1.753 Million Settlement

WASHINGTON – The U.S. Department of Commerce’s Bureau of Industry and Security (BIS) announced that Ericsson de Panama S.A. of Panama City, Panama, has agreed to pay a civil penalty of \$1.753 million to settle 262 violations of the Export Administration Regulations (EAR).

BIS alleged that the violations occurred between 2004 and 2007, and that Ericsson de Panama knowingly implemented a scheme to route items from Cuba through Panama, repackaged the items to conceal their Cuban markings, forwarded the items to the U.S. for repair and replacement and then returned the items to Cuba. Classified under Export Control Classification Numbers 5A002, 4A994, 5A991, 5B991 or designated EAR99, the items’ distribution to Cuba were controlled for national security, antiterrorism, encryption, and sanctions reasons.

*Ericsson - Continued on page 11*

**The Next  
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starts starts  
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### International Gun Trafficking Ring Dismantled By Arrests Of North Carolina Resident And Chinese Nationals

One defendant was arraigned today, and another appeared in an ongoing removal hearing, in connection with their roles in a multi-national firearms trafficking investigation being conducted in the Eastern District of New York and elsewhere. A criminal complaint was unsealed in federal court charging Joseph Debose, a resident of North Carolina and Staff Sergeant in a U.S. Special Forces National Guard Unit, with illegal gun dealing and aiding others, including Chinese nationals Zhifu Lin and Lilan Li, in the illegal export of firearms to China. Debose was arrested May 20, 2012, in a sting operation by federal agents in Smithfield, North Carolina, when he arrived to provide another shipment of firearms for export. At the time of his arrest, Debose was carrying a loaded .45 caliber pistol. In addition, agents seized twelve other firearms from Debose, which were intended for export.

According to the charging documents and facts presented by the government at Lin’s arraignment, between December 2010 and April 2012, Debose provided multiple shipments of firearms to associates who then secreted the weapons in packages and transported them to shipping companies to be sent to customers in China. The smuggling scheme came to light after authorities in China seized a package containing firearms with defaced serial numbers that had been shipped from Queens, New York. Thereafter, U.S. law enforcement agents traveled to China and examined the firearms, which were determined to be listed on the United States Munitions

List and barred from export without a license issued by the U.S. State Department. Utilizing forensic techniques, agents learned that one of the seized weapons had originally been purchased in North Carolina. Among the weapons seized in China were those Debose provided to his associates for export. Last month, an indictment was unsealed in Brooklyn federal court charging Lin and Li with illegally exporting firearms, including the seized firearms mentioned above, from Queens to China without obtaining the required license from the State Department in violation of U.S. Arms Export Control Act. Lin was also charged with operating an illegal gun-dealing business and transporting firearms with obliterated serial numbers.

“The defendants in North Carolina and New York allegedly ran a pipeline of illegal firearms from the United States to China. We will utilize all available resources to stop the export of such weapons,” stated United States Attorney Lynch. “The defendants allegedly altered the serial numbers on various weapons to disguise their origin in order to export them to China – an indication these guns were going to fall into the wrong hands,” said HSI Special Agent-in-Charge Hayes. “HSI maintains a zero-tolerance policy when it comes to the illegal export of weapons on the United States Munitions List.” The defendants each face up to 20 years’ imprisonment if convicted.

Source: [www.bis.doc.gov](http://www.bis.doc.gov)



Annual Update Conference on Export Controls and Policy

**BIS**

July 17-19, 2012 in Washington, DC

For information click: <http://www.bis.doc.gov/seminarsandtraining/update2012/index.htm>

**DDTC**

Directorate of Defense Trade Controls

**Update****22 CFR Part 121****RIN 1400-AD15****[Public Notice 7920]****Amendment to the International Traffic in Arms Regulations: Revision of U.S. Munitions List Category IX****ACTION:** Proposed rule.

**SUMMARY:** As part of the President's Export Control Reform effort, the Department of State proposes to amend the International Traffic in Arms Regulations (ITAR) to revise Category IX (military training equipment) of the U.S. Munitions List (USML) to describe more precisely the materials warranting control on the USML. The revisions to this rule are part of the Department of State's retrospective plan under E.O. 13563 completed on August 17, 2011.

The Department of State's full plan can be accessed at <http://www.state.gov/documents/organization/181028.pdf>.

**DATES:** The Department of State will accept comments on this proposed rule until July 30, 2012.

Ssource: <http://www.pmdtcc.state.gov/FR/2012/77FR35317.pdf>

**Revision of Category V Proposed****Removal of "Catchalls"**

It has been proposed that the USML Category V, covering explosives and energetic materials, propellants, incendiary agents, and their constituents, to establish a clear "bright line" between the USML and the CCL for the control of these articles. One major change proposed to this category involves removal of broad catchalls with the listing of specific materials that warrant ITAR control caught by current catchalls.

**Export Control Reform Update**

The Departments of State and Commerce described in their respective Advanced Notices of Proposed Rulemaking (ANPRM) in December 2010 the Administration's plan to make the USML and the CCL positive, tiered, and aligned so that eventually they can be combined into a single control list (*see* "Commerce Control List: Revising Descriptions of Items and Foreign Availability," 75 FR 76664 (December 9, 2010) and "Revision to the United States Munitions List," 75 FR 76935 (December 10, 2010)).

The notices also called for the establishment of a "bright line" between the USML and the CCL to reduce government and industry uncertainty regarding export jurisdiction by clarifying whether particular items are subject to the jurisdiction of the ITAR or the EAR. While these remain the Administration's ultimate Export Control Reform objectives, their concurrent implementation would be problematic in the near term. In order to more quickly reach the national security objectives of greater interoperability with U.S. allies, enhancing the defense industrial base, and permitting the U.S. Government to focus its resources on controlling and monitoring the export and reexport of more significant items to destinations, end-uses, and end-users of greater concern than NATO allies and other multi-regime partners, the Administration has decided, as an interim step, to propose and implement revisions to both the USML and the CCL that are more positive, but not yet tiered. Specifically, based in part on a review of the comments received in response to the December 2010 notices, the Administration has deter-

mined that fundamentally altering the structure of the USML by tiering and aligning it on a category-by-category basis would significantly disrupt the export control compliance systems and procedures of exporters and reexporters. For example, until the entire USML was revised and became final, some USML categories would follow the legacy numbering and control structures while the newly revised categories would follow a completely different numbering structure. In order to allow for the national security benefits to flow from re-aligning the jurisdictional status of defense articles that no longer warrant control on the USML on a category-by-category basis while minimizing the impact on exporters' internal control and jurisdictional an classification marking systems, the Administration plans to proceed with building positive lists now and afterward return to structural changes.

Ssource: <http://www.pmdtcc.state.gov/FR/2012/77FR25944.pdf>

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# In Compliance....

## Simplified Entry

By Jim Dickeson / 8 June 2012

ImportExport Geeks [www.importexportgeeks.com](http://www.importexportgeeks.com)

### Simplified Entry

Is it the new Immediate Delivery?

Anyone that knows me knows that I like to play a little devil's advocate. Here I go again.

Simplified Entry has me scratching my head. Pull up a CBP form 3461 ([http://forms.cbp.gov/pdf/CBP\\_Form\\_3461.pdf](http://forms.cbp.gov/pdf/CBP_Form_3461.pdf)) What's it say near the top? "ENTRY/IMMEDIATE DELIVERY". Ever wonder what Immediate Delivery is?

Long ago, shipments arriving in the U.S. required the full Customs entry and duties paid before the cargo would be released into the commerce of the U.S. Obviously, this slowed things down a bit, as Customs had to review the entry documentation in detail. But what about perishables? Like bananas?

The Immediate Delivery process came about for fruits and vegetables arriving from contiguous countries – Canada and Mexico. Before the days of the airplane, perishables weren't shipped from anywhere else. Immediate Delivery provided for the filing of just some basic information, and required posting a bond to guarantee the filing the actual entry and pay the duties within ten days. It also allowed the importer to examine his goods, removing and disposing of any that were of no commercial value – which had perished – before filing the final entry. The Immediate Delivery application

and permit was the form 3461, and the actual entry was the form 7501.

Over time, and with the arrival of air freight, Immediate Delivery was made available to nearly all classes of goods. It expedited commerce, and it afforded Customs the luxury of more time to examine the entry documents in greater detail, and to ask picky questions, long after the actual importation, what is now known as the liquidation period.

Customs brokers (they used to be called customhouse brokers, and at cocktail parties, everyone assumed they worked in real estate) would typically prepare the 3461, then on the old green form, about 4? high x 8? wide. (Does anyone have an image of one of these? I'm really showing my age here. This was pre-ABI, before William von Raab decreed that customs brokers, "automate or die".) Anyway, customs brokers would typically prepare and file the 3461, and obtain cargo release from Customs. Then they would prepare and file the 7501 with a check for the duties, within ten days. It was a two step process, inefficient by today's standards, but when the forms had to be hand-typed (does anyone remember typewriters?), it did allow for faster release of cargo on 3461 information only.

With automation came efficiencies. Now a lot of the data that used to be hand typed could automatically populate the fields on a

computer screen. Customs brokers quickly learned that they could more efficiently put all the data for the 3461 and the 7501 in up front, then transmit both forms simultaneously, so they wouldn't have to touch the file a second time for the 7501. And that is where we are today, leaving new brokerage employees to wonder why we have two forms.

Now along comes Simplified Entry, supposedly to expedite cargo release, just like the old Immediate Delivery back in the typewriter days. But with the efficiencies of automation and the ability to receive data electronically from overseas, any customs broker worth his salt is getting the cargo released, with both 3461 and 7501, prior to the cargo being made available by the carrier – heck, even prior to the carrier arriving in the U.S.! So what is the

*In-Compliance- Continued on page 7*



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

**In-Compliance-** *Continued on page 6*

point of Simplified Entry?

Maybe if we looked at the supposed benefits of Simplified Entry ([http://www.cbp.gov/linkhandler/cgov/trade/trade\\_transformation/simplified\\_entry/simplified\\_entry\\_efforts.ctt/simplified\\_entry\\_efforts.pdf](http://www.cbp.gov/linkhandler/cgov/trade/trade_transformation/simplified_entry/simplified_entry_efforts.ctt/simplified_entry_efforts.pdf)):

Streamlined data submission – only 12 required data elements. Why not just reduce the required data elements on the 3461. But as I said above, customs brokers striving for efficiencies will want to input all data, including the 7501 data, at the same time. So no streamlining happening here.

Filer can update the data. Can't we do that for the 3461 now?

It can be filed earlier in the import process, allowing Customs to identify potential risks earlier. We can already file the 3461 earlier in the process; Customs just won't issue a release until five days from arrival on ocean, or "wheels up" at origin for air. So if earlier release is supposed to be a benefit, just release the 3461 earlier in the process. Besides, this is really only a benefit for Customs, because if the 3461 is filed earlier, with or without earlier release, Customs is getting

their targeting data earlier in the process.

Reduces transaction costs by requesting filing data once. Huh? With Simplified Entry, a 7501 must still be filed, just like when we filed the old 3461 in advance. And as I've already said, efficiencies today demand that customs brokers already file data once by simultaneously transmitting 3461 and 7501.

Greater predictability, allowing importers to make logistical arrangements in advance of arrival. Like I said, any customs broker worth his salt is already getting cargo release in advance of arrival. If this really is important, then just allow for cargo release earlier than five days out for ocean and "wheels up" for air.

Reduces "exceptions" needing special processing after arrival. Huh? With less information than on the current 3461?

Expedites data submission and cargo release decision. I believe I've already addressed this one.

OK, let's look at the Simplified Entry data elements: ([http://www.cbp.gov/linkhandler/cgov/trade/trade\\_transformation/simplified\\_entry/simplified\\_entry\\_efforts.ctt/simplified\\_entry\\_efforts.pdf](http://www.cbp.gov/linkhandler/cgov/trade/trade_transformation/simplified_entry/simplified_entry_efforts.ctt/simplified_entry_efforts.pdf))

Required:

Importer of record number. That's the EIN. Already on the 3461.

Buyer name and address. Assuming the ultimate consignee, already on the 3461.

Buyer EIN. Assuming the ultimate consignee, already on the 3461.

Seller name and address. Potentially new, as the 3461 currently only has a manufacturer's/seller's identification number, which has long been problematic. So why not just expand this on the 3461?

HTS 10-digit number. Already on the 3461.

Country of origin. Already on the 3461.

Bill of lading/house airway bill number. Already on the 3461.

Bill of lading issuer code. Assuming the SCAC, already on the 3461.

Entry number. Already on the 3461.

Entry type. Already on the 3461.

Estimated shipment value. Already on 3461.

Optional:

Ship to party name and address. For ocean, already on the Importer Security Filing.

Consolidator name and address. For ocean, already on the Importer Security Filing.

Container stuffing location. For ocean, already on the Importer Security Filing. For air, not applicable.

Simplified entry may provide benefits to CBP, but what's in it for the trade?

Oh, wait. To participate, the importer and the broker must be members of C-TPAT. Aha! Simplified Entry is yet another benefit whose existence is not measurable and thus questionable, and yet another way for Customs to sell C-TPAT.

So, Simplified Entry is the new Immediate Delivery, which really isn't necessary in this millennium. And C-TPAT is the new BASC, which is a topic for another blog post. And your tax dollars are hard at work.

## Unemployed?

Are you eligible for Workforce Development Grants or assistance for Vocational Training? If so, contact your local or state agency and apply for entry into one of our international trade related job training programs. Learn how to help keep America's trade safe. Call today to find out how to tap into state funding for your new career.

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## Country Profile Papua New Guinea

Papua New Guinea, a constitutional parliamentary democracy and a Commonwealth realm, consists of a group of islands including the eastern half of the island of New Guinea between the Coral Sea and the South Pacific Ocean, east of Indonesia. The eastern half of the island of New Guinea - second largest in the world - was divided between Germany (north) and the UK (south) in 1885. The latter area was transferred to Australia in 1902, which occupied the northern portion during World War I and continued to administer the combined areas until independence in 1975.

The climate is tropical; northwest monsoon (December to March), southeast monsoon (May to October); with slight seasonal temperature variation.

Papua New Guinea (PNG) is richly endowed with natural resources, but exploitation has been hampered by rugged terrain, land tenure issues, and the high cost of developing infrastructure. The economy has a small formal sector, focused

mainly on the export of those natural resources, and an informal sector, employing the majority of the population. Agriculture provides a subsistence livelihood for 85% of the people. Mineral deposits, including copper, gold, and oil, account for nearly two-thirds of export earnings. Natural gas reserves amount to an estimated 227 billion cubic meters. A consortium led by a major American oil company is constructing a liquefied natural gas (LNG) production facility that could begin exporting in 2014. As the largest investment project in the country's history, it has the potential to double GDP in the near-term and triple Papua New Guinea's export revenue. An American-owned firm also opened PNG's first oil refinery in 2004 and is building a second LNG production facility. The government faces the challenge of ensuring transparency and accountability for revenues flowing from this and other large LNG projects. In 2011 and

2012, the National Parliament passed legislation that created an offshore Sovereign Wealth Fund (SWF) to manage government surpluses from mineral, oil, and natural gas projects. In recent years, the government has opened up markets in telecommunications and air transport, making both more affordable to the people.



## Papua New Guinea at a Glance

**GDP (purchasing power parity):**  
\$16.7 billion (2011 est.)

**GDP - real growth rate:**  
9% (2011 est.)

**GDP - per capita (PPP):**  
\$2,500 (2011 est.)

**GDP - composition by sector:**  
agriculture: 29.9%  
industry: 37.6%  
services: 32.4% (2011 est.)

**Labor force:** 3.896 million (2011 est.)

**Unemployment rate:** 1.9% (2008 est.)

**Inflation rate (consumer prices):**  
8.4% (2011 est.)

**Agriculture - products:**  
coffee, cocoa, copra, palm kernels, tea, sugar, rubber, sweet potatoes, fruit, vegetables, vanilla; poultry, pork; shellfish

**Industries:** copra crushing, palm oil processing, plywood production, wood chip production; mining (gold, silver, and copper); crude oil production, petroleum refining; construction, tourism

**Exports:** \$7.566 billion (2011 est.)

**Exports - commodities:** oil, gold, copper ore, logs, palm oil, coffee, cocoa, crayfish, prawns

**Exports - partners:** Australia 27.9%, Japan 9.1%, China 7.1% (2009)

**Imports:** \$4.945 billion (2011 est.)

**Imports - commodities:** machinery and transport equipment, manufactured goods, food, fuels, chemicals

**Imports - partners:** Australia 42.1%, Singapore 13.1%, China 7.9%, Japan 6.6%, US 4.3% (2009)

**Exchange rates:** kina (PGK) per US dollar - 2.2056 (2011 est.)

**Internet hosts:** 4,847 (2010)

**Internet users:** 125,000 (2009)

**Source:** CIA World Fact Book



Rollout- Continued from page 1

I need to be able to contact eco-lodge guests, staff, and suppliers.” —Warren Dipole, owner and manager of Ulumani Treetops Lodge

Things changed for the better when the private telecommunications company Digicel (PNG) built two mobile base stations in the Alotau district. An ADB \$25 million loan funded the construction of the mobile phone towers, as well as phone towers in other remote locations across Papua New Guinea.

As soon as the towers were built and operational, Dipole was able to set up his now successful eco-lodge business, which employs 10 people and has visitors all year round.

Alotau is in Milne Bay, a maritime province around 360 kilometers (km) east of the capital, Port Moresby, and where people make their living from fishing and working on boats.

“The towers have definitely improved communications and people here carry mobile phones for safety when they are out in their boats,” says Dipole. Dipole is not only a father of two, but he is also responsible for a further 20 dependents. Having a mobile phone makes it possible for him to keep in touch with his extended family.

### **Bridging the communication gap**

“Villagers will soon be able to use mobile phones to access their bank accounts, and fishermen and farmers will be able to check market prices for their produce.”, Marcelo Minc, ADB country director for Papua New Guinea

Before 2007, telecommunications in Papua New Guinea—the largest economy in the Pacific region, with a population of 6.7 million—were dominated by the state-owned

company, Telikom PNG. The result was fixed-line communications of around just 1% and mobile penetration of less than 5%.

Now, Papua New Guinea is joining a wave of Pacific island countries liberalizing their telecommunications industries and developing the private sector. The ADB Digicel Mobile Telecommunication Expansion Project, launched in 2009, is at the forefront of those efforts. The project is helping the privately owned telecom company Digicel to expand network capacity and coverage.

“The partnership between ADB and Digicel in the Digicel Mobile Telecommunication Expansion Project has resulted in remote centers in PNG—including Manus, Fergus Island, Trobriand Islands, Kerema, and Alotau—being connected to the rest of the world via mobile phone,” says Charles Punaha, chief executive officer of the National Information and Communications Technology Authority, the government’s telecommunications regulator. “This new connectivity has many time- and money-saving implications. People in remote areas can even receive weather alerts via mobile phones, which can be lifesaving.”

### **Networks for emergencies**

Marcelo Minc, country director of ADB’s Papua New Guinea Resident Mission, says improved telecommunications via Digicel’s network will help residents of remote areas have better access to information.

“Villagers will soon be able to use mobile phones to access their bank accounts, and fishermen and farmers

will be able to check market prices for their produce,” he says.

But Peo Luke, liaison officer at the Tawali Dive Resort in Milne Bay, points to more immediate benefits that are already in place. She says life at the remote resort has become a lot safer since the mobile phone towers were built at Alotau, enabling mobile phone reception for the first time.

“Reliable phone signals ensure we can react quickly if one of our guests or staff is hurt or sick,” he says. “Now we can communicate without having to travel long distances by boat.”

Meanwhile, landowner Josiah Fegani, who lives in Sakita, in Milne Bay’s neighboring Oro Province, says he is impressed with Digicel’s network coverage, particularly in remote areas.

“In my community, Digicel’s services have benefited us greatly, especially in times of emergency,” he says. “We use the service to assist with pregnant mothers when they need help, and use it to call for ambulances, seek medical advice, or to just phone a friend who is far away, living on the other side of the country.”

### **Dial Digicel for jobs**

Digicel says that mobile penetration has quadrupled since it arrived in PNG, due to increased network coverage in urban and rural areas. It says 4.5 million people or 75% of the country’s population now have access to mobile phone services through Digicel.

In remote Milne Bay, Monica Jacob, principal of Wagohuhu School, says that life is better since the mobile phone towers were installed in Alotau.

Source: <http://www.adb.org/features/network-rollout-puts-nation-touch>

Papua New Guinea is joining a wave of Pacific island countries liberalizing their tele-communications industries

75% of the country’s population now have access to mobile phone services

**Chinese National Charged With Illegal Export Of Sensitive Technology To China**

BOSTON - A Chinese national in Massachusetts on business was arrested for illegally supplying U.S. origin parts to end-users in China in violation of U.S. export laws.

Qiang Hu, a/k/a Johnson Hu, 47, was charged in a complaint with conspiracy to violate the Export Administration Regulations and the International Emergency Economic Powers Act. The complaint, originally filed on May 18, was unsealed after Hu's arrest at his hotel in North Andover yesterday.

The complaint alleges that Hu has been the sales manager at MKS Instruments Shanghai, Ltd. (MKS-Shanghai) since 2008. MKS-Shanghai is the Shanghai sales office of MKS Instruments, Inc. (MKS), which is headquartered in Andover. Hu's employment gave him access to MKS manufactured parts, including export-controlled pressure-measuring sensors (manometer types 622B, 623B, 626A, 626B, 627B, 722A, and 722B), which are commonly known as pressure transducers. Pressure transducers are export controlled because they are used in gas centrifuges to enrich uranium and produce weapons-grade uranium.

The complaint alleges that beginning in 2007, Hu and others caused thousands of MKS pressure

transducers worth millions of dollars to be exported from the United States and delivered to unauthorized end-users using export licenses that were fraudulently obtained from the U.S. Department of Commerce. The complaint alleges that Hu and his co-conspirators used two primary means of deception to export the pressure transducers. First, the

conspirators obtained export licenses in the name of a front company

conspirators used licenses issued to legitimate MKS business customers to export the pressure transducers to China, and then caused the parts to be delivered

to other end-users who were not themselves named on the export licenses or authorized to receive the parts. Second, the conspirators obtained export licenses in the name of a front company and then used these fraudulently obtained licenses to export the parts to China, where they were delivered to the actual end-users.

MKS is not a target of the government's investigation into these matters.

Hu remains in custody, and is scheduled for a detention hearing on May 31 at 11 a.m. If convicted, he faces a maximum sentence of 20 years in federal prison to be followed by up to three years of supervised release, and a \$1 million fine.

Source: [www.bis.doc.gov](http://www.bis.doc.gov)

**Risk Assessment and Risk Mitigation: What is your organization doing?**

Conversations with students and representatives from large and small companies, along with other trade professionals reveal what many in compliance already know. Simply put, risk assessment, risk mitigation and trade compliance are typically bottom-up concerns within companies.

**Are you a risk junkie?**

This means that compliance professionals on the front line, not the top executives, best understand the risks associated with international trade and compliance. You understand how important compliance is to your organizations, even as budgets shrink, complicating how companies address the root issues of human resources, training and the struggles of getting the job done.

**Do I want to end up in the cell next to my CEO?**

Trade compliance professionals may joke about the possible implications of non-compliance, but the risks are very real. While these risks can adversely impact so many areas of an organization, companies often leave it up to their employees to take the initiative and be the catalysts for training, education and best practices. These front line employees are sometimes left to pay out of their own pockets for quality training programs to mitigate risk for their organizations even when their organizations may claim comprehensive compliance training requirements.

**You will be audited - Are you ready?**

And these are material risks that could have substantial consequences.

Risk - Continued on page 11

**U.S. Military Family Members Can Receive 25% Military Scholarship**

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

**Call for details and to enroll (800) 474-8013**

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

*Risk - Continued from page 10*

Moving past the costs of fines and delays, imagine the chaos of just the threat of an audit within your organization. The trend seems to be greater oversight, greater regulation, and greater chances of a second look at actions that might have passed through a licensing process without issue in the past. Those we talked to seemed to be convinced that they would be audited sometime in the near future, and that their organizations would not be ready.

**Don't wait for the axe of non-compliance to fall on your head - enjoy the warm feeling of knowing that your export/import procedures are in line.**

We invite you to join in a conversation with your peers to discuss how to change this focus and how to better educate top level personnel about the critical role that trade compliance professionals play within your organizations.

**Penny of prevention is worth a pound of cure.**

We welcome your insights that outline how you have either successfully integrated top management into your compliance efforts, or simply listing the challenges you face and your greatest concerns about this topic.

Email your thoughts and ideas directly to our University President, Dr. Don Burton at [don.burton@dunlap-stone.edu](mailto:don.burton@dunlap-stone.edu)

**How do I make my company bullet proof to trade compliance violations?**

The International Import-Export Institute, Dunlap-Stone University's

business school, offers over 50 export and import U.S. regulatory law compliance and business management accredited online college courses. These courses extensively cover major U.S. Government agencies' regulations and important export compliance considerations in detail including topics such as ITAR, OFAC, EAR, and C-TPAT. Students from many of the top defense and aerospace companies, as well as other companies engaged in international trade have taken courses to enhance their careers and improve the compliance performance of their organizations.

Visit our web site to learn more or apply for a class: [www.iei.dunlap-stone.edu](http://www.iei.dunlap-stone.edu)

*Ericsson - Continued from page 4*

"While the conduct in this case was egregious, Ericsson de Panama avoided possible criminal prosecution and heavier fines by voluntarily disclosing the violations to BIS and cooperating with the investigation," Mills added.

In addition to the monetary penalty, the settlement also requires a company-wide export audit conducted by an independent third party of all transactions connected with Cuban customers.

Source: [http://www.bis.doc.gov/news/2012/bis\\_press05252012.htm](http://www.bis.doc.gov/news/2012/bis_press05252012.htm)

### DSU's Tuition Refund Policy:

Tuition refunds and course withdrawals are calculated based on our university's accrediting body's standards and state licensing regulations.

Students may convey their desire to cancel/withdraw from a course in any manner. When they do so, they will be referred to/supplied with Dunlap-Stone University's (DSU) Course Withdrawal form, which should be submitted electronically (email) or through written correspondence using the U.S. Mail or fax. The form completes the cancellation process and begins the refund process when applicable.

#### The Refund Process

The date DSU receives a withdrawal request (via the Course Withdrawal Form) is the official cancellation date for documentation and refund purposes. Confirmation of your request will be sent to the email address listed on your student account. If you do not receive a confirmation email of the college's receipt of your cancellation, you should contact your Enrollment Advisor. Your advisor can help you obtain written confirmation of our receipt of your request. Any money due the student will be

refunded within 30 days of the cancellation request date.

#### Refund Policy

A student who cancels/withdraws within five days of enrolling, but before the start of class, will receive a refund of all money paid to the institution. Beginning five days after registration, but before the start of class, a non-refundable 20% administrative fee will be assessed on all cancellations. Once a class has started, the date of receipt of the cancellation request is the date used to determine the refundable tuition amount percentage. Refundable tuition is the total course tuition MINUS the administrative fee.

If the student enrolls in two or more courses at one time, each course must be treated separately for the purposes of calculating any refundable tuition to the student. For example, a student enrolls in three distinct three-credit courses, but completes only part of one course, the student is entitled to a full refund on the remaining two courses that had not yet begun.

## IEI Certification



**"The Global Trade Certification Standard"**

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

A service of International Trade Certification Authority, Inc.

## It all starts with a Goal

By *Caulyne Barron, Ed.D. (ABD)*

Over the last few years, I have had the pleasure of teaching some of the general education courses that our degree-seeking students need to complete their programs. Often, I see students at the beginning of their programs, and if I am lucky, also toward the end as they fill in remaining requirements. I am amazed by their drive, determination, and the growth that I see over the course of their program of study. These students not only increase their technical knowledge, gaining skills that apply to a range of career fields (the hallmark of what we call “Professionally Significant Degrees®), but they grow in other ways.

### Critical Thinkers

Their critical thinking and analytical skills improve. I challenge our graduates to compare their writing from their first few classes with their capstone project or other work late in the program. They move from reciting knowledge to demonstrating their own understanding of how the things they have learned are inter-related. They communicate their ideas much more clearly, and use supporting evidence to make their points. They have a wider view of the world because of their interactions with their peers in the classroom and because of the ideas and viewpoints presented in their classes. They think globally.

### Goals in Transition

For many, “writing better” or “be a more critical thinker” are not the goals they set out with when they enrolled in their first DSU course or applied to take part in the degree program. Those early goals are often more practical: gain technical knowledge, get a degree to get a promotion or a better job, or just to keep the one they have. For some, education is simply about learning new things.

But, in my conversations with those who are close to graduating or have recently completed their programs, there is something more. They want to set an example for their children—to show that hard work pays off, that learning is a lifelong endeavor, that the delicate balance between work and school culminates not just in a piece of paper. They want to set an example for their coworkers or their peers that self-improvement through education is attainable. They want to share their knowledge and perspectives. The goals shift along the way. The outcomes are often more far reaching than students imagine when they begin the path to reach those early goals.

### What is your goal?

We invite you to talk to an enrollment advisor today about *your* goals. Do you want to know more

about an area of trade compliance? Think about one of the compliance electives scheduled for this summer. Do you want to improve your business writing skills? Leadership skills? Develop stronger critical thinking skills? Test the waters and see where you might stand if you were to jump start your education and apply for a degree program. Take a course over the summer and be ready and confident for the fall degree term, which begins August 16<sup>th</sup>. Your goals may change, but we are here to support you as you begin to consider your own potential to reach them.

### Compliance *Continued from page 1*

proficiency rating of every compliance staff member. As part of Dunlap-Stone University (DSU), the International Import-Export Institute offers more than 50 online trade compliance related courses to help management ensure their staff members have the confirmed in-depth knowledge they need to reduce and manage risk in every compliance related position. Many hundreds of large and small companies have had employees participate in its programs. They recognize the value of having an accredited university, a respected global leader, educate, train and validate the knowledge of their compliance staff members. This gives senior management independent validation of their company’s compliance readiness from a respected authority. It also provides reassurance that their compliance staff is prepared to proactively mitigate compliance risks. Anything less increases the risk and exposure of the whole company.

### FREE Tips for Preparing for the Licensed Customer Broker (LCB) Exam

DSU's staff has prepared a lengthy slide presentation to help people prepare for the US Government's LCB examination. The next test date is October 1<sup>st</sup>. Click this link:

<http://iei.dunlap-stone.edu/customs-broker-exam-prep-course/>



# Dunlap-Stone University

Honor - Distinction - Excellence

## Graduating with Honors

### What is Cum Laude?

Graduating

**“With Praise”**

3.5 - 3.7 GPA\*

### What is Magna Cum Laude?

Graduating

**“With Great Honor”**

3.8 - 3.99 GPA\*

### What is Summa Cum Laude?

Graduating

**“With Highest Honor”**

4.0 GPA\*

\* Grade Point Average

## FALL SEMESTER Starts August 16<sup>th</sup>

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

**Apply Today!**

## Global Supply Chain Emphasis Gains Popularity

Applications are now being accepted for students pursuing the Global Supply Chain Management Degree option. Class sections are filling as new students register for classes for this popular program. For more information about this in-demand career path, contact your advisor or counselor.

*Notes Continued from page 2*

that page the number of class offerings each month is continuing to grow to meet your needs

I am pleased to celebrate our newest graduates (See page 15) Well done to both of you.

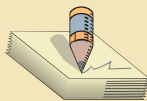
As always, thank you for your belief in us. I appreciate your continued strong support. Be well.

## Summer Proves to be Excellent Time for Students in General Education Classes

Students needing general education courses to complete their degree requirements are well advised to look at the Summer class offerings. Class sizes tend to be smaller during the Summer and there is a wide selection of courses to choose from. Contact your advisor or counselor to register.

## Customs Broker Exam Preparation Course Sections are Filling Up Fast

Those wanting to prepare for the October 2012 Licensed Customs Broker exam should register now. Class size is limited. Preferred schedules fill up fast. Enroll today!



## Dunlap-Stone University Student Honor Roll

Honor - Distinction - Excellence

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

Diana Albert – AZ  
Glenn Aldrich - TX  
Alicia Banks - VA  
Kenly Brei - NY  
Megan Brown - MO  
Denise Calleja – FL  
Catherine Cantasano – NY  
Samuel Carr - TX  
Joshua Clepper - PA  
Galen Cloud – TX  
Michael Cook - VA  
Stacy Cornett - OH  
Glade Cunningham – OH  
Sara Dandan - IL  
Annemieke de Groot – Netherlands  
Anastasiya DeWitte - MA  
Tsveta Doerhoff - MO  
Kathleen Dube – NH  
Lara Easley - NC  
Al Elgendy – CA  
Regina Essenmacher - TX  
Ray Fischer - Canada  
Kelli Foltz – PA  
Lisa Fritsch – AZ  
Henry George - FL  
William “Lee” Gortman - VA  
Michele Guile – FL

Andrea Gulacsi – PA  
Claire Hoberecht - WA  
David Hofeling - FL  
Jaclyn Iovannitti – MI  
Linda Itani - IN  
Suzanne Kachigian - AZ  
Lisa Kendrick – NY  
Kathleen Kobran – VA  
Diana Krekelberg - WA  
Abhijit Kulkarni - CA  
Donna Logan - TX  
Debbie Luiz – TN  
Andrew McBride - NY  
Larry Medford – FL  
Kyle Miller – TX  
Trevor Morris - FL  
Kristina O’Connor - CA  
Donna Parks – MD  
Kristen Pittas - MD  
Jurgen Plitt - CA  
Joanna Raible – AZ  
Delayne Reamsbottom - TX  
Nicole Reichow – MN  
Teresa Rizzo - IL  
Robyne Roberts – FL  
Amy Roche – WI  
Bertha Rodriguez - TX

Beth Schroll – PA  
Vincent Schwalbe - WI  
Stephen Shufelt - NY  
Lisandra Smith - CA  
Rita Spencer-Rout - CA  
Shelley Staggs – TX  
Robin Steiner - OR  
Vincent Sullivan – CA  
Cynthia Teed - CA  
Sandra Terrill – IN  
Martin Tervo - MI  
Pamela Turinsky – PA  
Selvin Valenzuela - FL  
Denise van Amstel – TN  
Femke Van Dijk - Netherlands  
Christopher Vaness – CO  
Patricia Villagomez - TX  
Jody Wesley – CO  
Lana White – CA  
Beuloria Williams - Canada  
Trudy Wilson - GA  
Charlton Winston – FL  
James Wojtczak – WI  
Philip Wolf - FL  
Stephanie Wood - TX  
Luda Zelikov - MA

## Compliance Experts needed to help Develop Trade Compliance Masters Degree Courses

In support of two U.S. Regulatory trade law Masters degree programs currently under development, Dunlap-Stone University (DSU) has immediate need for Subject Matter Experts (SME) in regulatory trade law. SMEs will help the university's curriculum specialists complete development of courses for the Masters of Science in Trade Compliance and the Masters of Legal Letters (LL.M.) programs. SMEs should be experts in trade law for the U.S. and other countries. They must possess extensive industry knowledge and experience combined with a Master's Degree or a law degree from an accredited institution. Preference will be given individuals who have experience teaching for DSU. SMEs will be contracted on a course by course basis for their services. Individuals interested in learning more of the SME requirements and details of the knowledge requirements for these degrees should submit their letter of interest and resume/vite' via email to DSU's Faculty Services at [registrar@dunlap-stone.edu](mailto:registrar@dunlap-stone.edu)

## JDs Needed to Teach Courses in LL.M. in U.S. Regulatory Trade Law Program

DSU is seeking instructors to teach courses online in two new legal Masters degree programs now under development. Candidates must have a Juris Doctorate from an accredited law school or a suitable master degree and extensive practical experience in international trade law. Individuals interested in becoming adjunct faculty for one of these two programs should submit their letter of interest and resume/vite' via email to DSU's Faculty Services at [registrar@dunlap-stone.edu](mailto:registrar@dunlap-stone.edu)

## Nurses and Other Healthcare Professionals Needed to Assist in Development of New Healthcare Bachelor Degree

DSU has an immediate need for qualified healthcare Subject Matter Experts (SMEs) to assist in the development of health care related courses in support of the proposed bachelor degree in healthcare administration. Candidates should have experience in online course development in addition to their health care expertise.

Licensed Health Care Professionals are needed to Teach in the proposed Bachelor of Science in Health Care Administration program online. If you possess a Masters Degree and are a Subject Matter Expert (SME) in course topics that comprise the program, we would like to hear from you. Please submit your letter of interest and resume/ vite' to DSU's Faculty Services at [registrar@dunlap-stone.edu](mailto:registrar@dunlap-stone.edu) for consideration. Instructor assignments are projected to be in early 2013.

## Class Start Dates

### May 2012

TRD-309 Commerce License Exceptions  
 TRD-311 Documentation for Export Compliance  
 STM-108 College Math I  
 HAS-170 Introduction to World Religions  
 TRD-321 Harmonized Tariff Schedule  
 TRD-307 Understanding the EAR  
 TRD-320 Ethics in Trade Compliance  
 BUS-102 Introduction to Business  
 BUS-111 Customer Service Basics  
 BUS-113 Topics in Contemporary Business  
 BUS-303 International Business Ethics  
 FAE-263 Principles of Microeconomics  
 FAE-302 Global Finance  
 HAS-103 Critical Thinking and Analysis  
 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 for Global Business  
 TRD-201 Exporting/Importing Environment  
 TRD-330 Compliance Audits  
 FAE-300 Business Finance  
 TRD-366 Topics in Import Management  
 TRD-141 Incoterms(R) 2010  
 TRD-299 Agreement Under the ITAR  
 TRD-304 US Customs Broker Exam Prep  
 TRD-306 Understanding the ITAR

### June 2012

BUS-118 IBW Business Writing  
 BUS-401 CUL Global Culture  
 BUS-404 RSCH Researching the Global Village  
 FAE-450 ECON International Economics  
 HAS-105 WAC Writing Across the Curriculum  
 MGT-135 LDR Leadership Fundamentals  
 MGT-335 MMP Modern Management Principles  
 MGT-445 HRM Human Resources Management  
 SCM-379 WAR Warehousing Principles and Practices  
 STM-160 STA Business Statistics  
 TRD-140 IDR Importing Duties and Regulations  
 TRD-225 DOC Documentation for the Global Village  
 TRD-304 CUST US Customs Broker Exam Prep  
 TRD-306 ITAR Understanding the ITAR  
 TRD-307 EAR Understanding the EAR  
 TRD-311 DCE Documentation for Export Compliance  
 TRD-320 ETC Ethics in Trade Compliance  
 TRD-330 ECA Export Compliance Audits

### July 2012

FAE-301 ABF Advanced Business Finance  
 HAS-184 ISS Introduction to the Short Story  
 STM-106 CMP Computing Essentials  
 TRD-129 IMP Introduction to Importing  
 TRD-143 CTP Introduction to CTPAT  
 TRD-257 EOE Empowered Officials Essentials  
 TRD-304 CUS US Customs Broker Exam Prep  
 TRD-306 ITAR Understanding the ITAR  
 TRD-307 EAR Understanding the EAR  
 TRD-308 MIE Mastering ITAR Exemptions  
 TRD-311 DCE Documentation for Export Compliance  
 TRD-315 DEE Deemed Exports  
 TRD-320 ETC Ethics in Trade Compliance  
 TRD-323 AUS Australian Export Controls  
 TRD-331 UEC University Export Compliance Environment



# Dunlap - Stone University

## Attention Research Universities' Compliance Personnel

In perfect alignment with the start of the school year, the University Export Compliance Environment course (TDR-331) is now open for registrations.

This course was designed for those who are responsible for maintaining regulatory trade compliance at colleges, universities and research centers with the EAR and ITAR and related regulations. It is equally valuable for those new to compliance as a profession and for the experienced, seasoned pro who wants a refresher and to catch up on the latest changes to the regulations. Call (800) 474-8013 to register.

## SUMMER GRADUATES

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

### **Robyne Roberts**

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

### **Charlton Winston**

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

### Accrediting Body Visit

The Distance Education and Training Council recently visited the school to inspect our new corporate campus and to help us prepare for our 2013 reaccreditation. We thank them for their valuable assistance.

[TradeComplianceJobs.com](http://TradeComplianceJobs.com)

### Looking for a Job?

[TradeComplianceJobs.com](http://TradeComplianceJobs.com) is a FREE on-line placement clearinghouse for individuals, companies and headhunters seeking to advertise jobs or find employment in the international arena brought to you by The International Import-Export Institute. Visit:

<http://www.trade-compliance-jobs.com/>

[TradeComplianceJobs.com](http://TradeComplianceJobs.com)



### Career Education Planning

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

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## IIIEI Certification Debuts its Own Newsletter

IIIEI Certification has its own e-newsletter, CertificationWatch not only lists those who have recently earned their industry certification, but will highlight important details regarding industry certification, including changes to certification standards & updates impacting certifications, new volunteers, volunteer activities, and related news. If you receive the GlobalWatch® newsletter you are already signed up. Keep watching your in-box

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Email: [info@industrycertification.org](mailto:info@industrycertification.org)

(602) 792-1321

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



# The International Import-Export Institute

*at Dunlap-Stone University*

19820 North 7<sup>th</sup> Street, Suite 100 **NEW ADDRESS**

Phoenix, Arizona USA 85024

Phone: (800) 474-8013 Outside U.S. (602) 648-5750

Fax: (602) 648-5755

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

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## **Global Supply Chain Management**

*Ask how you can waive  
the Application Fee*

**Now Enrolling**

**Great careers don't just happen,  
they are planned!**



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or Call (800) 474-8013 - Outside the U.S. 01-602-648-5750*