



Global Watch®

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

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NEW DSU web site Launched

In keeping up with the tremendous growth of courses, programs, and schools, Dunlap-Stone University (DSU) has launched its new online presence. It replaces the old web site and can be found at the same URL of www.dunlap-stone.edu.

The new web site has many of the same pages with a new look and updated information with easy to follow drop-down menus, and hot-links to help visitors navigate quickly to the content needed. New information about the university's new Graduate Law Center is easy to find. The International Import-Export Institute's "blue" web site has been integrated fully into the new university site. The intent of all of these changes are to make the site friendly and easy to navigate. Let us know what you think. If a link does not "do" what it is labeled as doing, please let our support staff know exactly which URL page and which link needs adjusting. There are literally hundreds of web pages on the new site and many more hundreds of links. We hope you like the new site.

What about your Trade Compliance Future?

See page 12

Has a Quality College Education Become Unaffordable In America?

The cost of a quality college education in America today has become unaffordable to a growing number of families, reports the Wall Street Journal. Main stream news media say the trend over the last two decades has been for public and private universities to raise college tuition every year to offset increasing costs and reduced subsidies. Across the board, surveys show universities have again increased student tuition costs for the 2014-15 school year. More costs are being shifted from schools to students and their families to offset funding gaps. This has resulted in a 5 to 7 percent tuition increase every year. Some schools in California and other places have reported increases over ten percent in a single year. According to National Public Radio, a quality bachelor degree at many leading universities, such as Boston College, Temple University and other quality private and public institutions, costs \$60,000 to \$75,000 per year. They report that makes the cost of a four-year undergraduate degree a quarter of a million dollars. That puts a quality college education out of reach for many families.

"First School of Choice" is Out of Reach Financially

According to National Public Radio (NPR) (May 2, 2014), many students get accepted into their first school of choice but end up going to school locally at lesser schools because of attendance costs. NPR said that many exceptional students opt for community college for their first two years just to save money so they can afford to finish their last two years of their bachelor degree at a university they can hopefully afford, which isn't necessarily their first choice school and may still be nearly as

expensive to attend. There is an affordable alternative.

A Quality Alternative: *Professionally Significant Degrees*®

Dunlap-Stone University (DSU) strongly believes a high quality education should be affordable to those seeking a better life. DSU offers its accredited, trademarked *Professionally Significant Degrees*® at a fraction of the cost of similar academic degree programs at other leading colleges and uni-

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Notes from the President

Compliance Education for Everyone

by *Dr. Donald N. Burton*



Picking up momentum—That is what is happening here at Dunlap-Stone University. More classes are under development based on requests from our students and their employers. More students are finding their training and education budgets are expanding. More and more students are converting the DSU training courses that helped them prepare for their industry certification exams and applying the credits toward their trade compliance law degree. Most are surprised how near they are to completing their bachelor degree. Our first group of Masters Degree students are now more than half way through their program! They report the program is giving them the advanced compliance tools they need to help lead their compliance organizations. Amazing how time flies. Before you know it they will be the only ones to possess an accredited masters degree in regulatory trade compliance law. Not only are they advancing, but our new web site shows other advances. Hope you enjoy exploring the new site.

Amid all the changes in education nationally—and the huge increases in tuition at other leading institutions—we are eager to report that Dunlap-Stone's tuition is now 83% less than those schools. (See article page 1.) A real bargain and students appreciate our value.

Dr. Caulyne Barron, our Chief Academic Officer, is inviting leading employers to participate in the new Educational Advisory Committee. (See page 3.)

Wini Hunt and I will again be attending the BIS Update 2014 in July in Washington. (See page 4.) Come

by our booth and say "HI". It will be great to see old friends and make new ones. On page 5 you will see information on both of our new masters degrees. The Master of Laws (LL.M.) starts October 23rd, and Master of Science (M.Sc.) starts July 31st. Apply early as these programs have become very popular for obvious reasons.

I thought I'd give you something to think about in my "opinion" piece in the In-Compliance column. Let me know what you think. (See article page 6.) We are covering a lot in the issue about education, too. See the article on page 7 about Career Advancement & Education.

What many people don't know is I am a Vietnam veteran. It is not something I talk a lot about. Okay, never talk about. But in this issue we announce that Hellgate Press has published a book I wrote to help me put my past to rest. I believe it has equal merit today for those who suffer from PTSD from our recent wars and their families. It is available in most bookstores and online at Amazon and Barnes & Noble and others (See page 8.) Someone I respect wrote a review of it for me. Read what Mike Farrell of M*A*S*H fame had to say about it.

As usual, this issue has both BIS and DDTC Updates. (See pages 10 and 11.) And the number of classes starting each month continues to grow (See page 13.) as does our list of graduates. (See graduation announcement on page 15.)

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

Invitation to Industry Leaders Worldwide

Serve on Educational Advisory Committee.

Dear Industry Leaders:

This “open invitation” is being published in an attempt to more expansively serve the global compliance community’s diverse needs. We invite trade compliance leaders worldwide to serve on Dunlap-Stone University’s most prestigious *Educational Advisory Committee*.

For the last 20 years Dunlap-Stone University has informally worked with industry to align its curriculum in international trade and trade compliance topics with the real-world needs of industry. Due to the tremendous growth of our school’s compliance education programs and the growth of the industry, we have found it necessary to formalize the process. Your organization’s assistance in furtherance of that effort is invited.

I invite leading organizations worldwide (with more than 20 people working in the trade compliance arena) to participate in our new program by having a representative from your organization serve on Dunlap-Stone University’s new virtual Advisory Committee (AC). The new AC committee is to be comprised of 20 compliance leaders and subject matter experts from leading organizations that have a stake in setting the compliance knowledge parameters for their workers. This is an opportunity to have a voice in the future direction of accredited college education within the trade compliance industry and Dunlap-Stone. More precisely, it offers direct input in the courses and programs that will benefit your workers and organization. The committee will help the college determine the breadth and depth of the knowledge to be taught to meet industry’s needs both today and in the future.

In exchange for your organization’s participation, all full-time employees of your organization will be eligible to receive a 10% tuition discount for classes taken at Dunlap-Stone University. This discount applies to individual courses and undergraduate and graduate law degree program. Your organization can continue to serve on the committee beyond the initial two year period at your request so long as your representative or a replacement meets his/her committee performance obligations. By having

your organization continue to be represented on the Advisory Committee, the tuition discount can continue. Once the organization’s committee membership has lapsed the discount will be discontinued.

Space on the committee is restricted to 20 members. To formally nominate a person from your organization to serve on Dunlap-Stone University’s Advisory Committee, use company letter head to make your request. Please submit the person’s name and contact information and include that person’s ‘vite’ or resume for our review. You will be notified of that person’s acceptance.

Thank you for helping us assure that the courses and programs we offer continue to meet the needs of those we serve. Please forward this open letter to your organization’s senior compliance leaders/ decision makers for their consideration.

Respectfully yours,

Dr. Caulyne Barron
Chief Academic Officer
Dunlap-Stone University

Submission Guidelines

Email Dr. Barron at cbarron@dunlap-stone.edu (replace the at with the @ sign) expressing your interest. A more detailed explanation of the program will be emailed to you.



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The Bureau of Industry and Security (BIS) is preparing for the 27th annual Update Conference on Export Controls and Policy in Washington, DC. This major outreach activity draws business and government representatives from around the world to learn and exchange ideas about export control issues. It is one of the Department’s most notable international trade events. Discussions about the highly anticipated export control reform regulations will be the primary focus of this year’s conference.

Update 2014 will be held July 29-31, 2014, at the [Washington Hilton Hotel](#). A conference room rate will be available to registered attendees when registration opens. Detailed registration and program information will be available in the coming months.

For additional, information on Update 2014 or other BIS outreach programs, you may contact the Outreach and Educational Services Division at,

OESDSeminar@bis.oc.gov This email address is being protected from spambots. You need JavaScript enabled to view it , or 202-482-6031.

Commerce Department to License Export of Satellites

WASHINGTON — The U.S. Department of Commerce’s Bureau of Industry and Security (BIS) published regulations that will fundamentally change the nature of U.S. export controls on most commercial, scientific, and civil satellites and their parts and components. Together with a companion rule issued by the Department of State, the action moves the items from Category XV of the State Department’s U.S. Munitions List (USML) to the Commerce Control List.

“Today’s action reflects the cooperation that has made the President’s Export Control Reform

Satellites- Continued on page 5



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Satellites- Continued from page 4

Initiative such an extraordinary success story,” said Under Secretary of Commerce Eric L. Hirschhorn. “For the many American businesses that compete in this key technology sector, it means a stronger United States defense industrial base, the ability to focus the government’s limited resources on the technologies and destinations of greatest concern, an increase in the competitiveness of the U.S. satellite industry, and a reduction in the licensing burden on U.S. exporters.”

The items moving to Commerce jurisdiction include communications satellites that do not contain classified components, certain remote sensing satellites, spacecraft parts, components, accessories, attachments, equipment, or systems that are not specifically identified in the revised category, and all radiation-hardened microelectronic microcircuits.

In many instances, the updated regulations also allow the commercial, scientific and civil satellites transferred to Commerce jurisdiction to incorporate parts and components listed on the USML and remain under Commerce licensing authority.

The changes to the controls on radiation-hardened microelectronic microcircuits take effect 45 days after publication of the rule, while the remainder of the changes take effect 180 days after publication.

Source: <http://www.bis.doc.gov/index.php/about-bis/newsroom>

**Commodity Jurisdiction (Cj)
Requests Will Not Be
Processed In Dtrade.**

Source: www.pmdtc.state.gov/commodity_jurisdiction/index.html

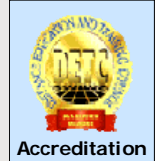
Large Companies Consider Trade Compliance Courses of Strategic Importance

Based on an internal review by DSU, training budgets for aerospace and defense companies during the Great Recession suffered most in small and medium-sized companies. Nearly half of these companies significantly

reduced their budgets for compliance training, whereas most large companies stopped most training, except in the area of trade compliance, which only saw a reduction of slightly more than 10%.



Education Requirements for Advancement within the Trade Compliance Industry are changing quickly. Are you Prepared?



Graduate Law Degrees

**Master of Science (MSc) -
Regulatory Trade Compliance**

This online 36 credit-hour, year and a half accredited masters of science degree is open to those who possess an accredited bachelor degree from a U.S. institution (or equivalent) and who meet the program’s entry requirements.

**Next Start Date Available*
July 31, 2014**

**Master of Laws (LL.M.) -
Regulatory Trade Law**

This is DSU’s first online accredited law degree. Students enrolling in this one year (28 credit-hour) program are required to have earned a Juris Doctorate (JD) degree and meet the university’s other entry requirements.

**Next Start Date Available*
Oct 23 2014**

Now Enrolling

Space is Very Limited - Reserve your Place Today

*The class dates shown have space available at this time. The school’s web site may show other dates that have been filled.

Graduate Law Center at Dunlap-Stone University

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In Compliance....

Opinion

Empowered Frontline Professionals Prevent Violations

By Dr. Don Burton

Every person working within the regulatory compliance profession knows they need to stay current with the regulations or face the possibility of violations. They know that violations happen even in the largest companies that may spend the most on compliance training, have the most oversight/controls and have the most complete compliance manuals and programs. The question of why violations occur even in well supported large companies is an interesting one. I believe it goes well beyond simple human error or systems error.

people on the EAR and ITAR. Most finish their classes feeling like they know the regulations. Those who took classes in, say, 2006 to 2008, have attended industry conferences in the intervening years. Without a doubt many would say they don't need to take another EAR or ITAR class because they already did that. Forget that it may have been six or eight years. Is their "readiness" to

Violations happen... because of our "humanness"

be the front line of defense against violations what it should be? Before you answer that question consider that in their cur-

senior managers question their employees' readiness they see that we believe us when we say we are ready to protect the company from violations. Violations happen, I believe, because of our "humanness". Humans resist change. We don't notice the slippage of time. Every organizational behavior expert and text books on the subject hammer that point about our humanness. So what should we do? To most of us it seems like just yesterday that we updated our company's training manuals, but it fact it was two or three years ago.

If we constantly change our policies, increase our compliance manuals size with new diagrams and charts to ensure the new regs are followed, those who need to follow them will resist the change—keeping to the old ways—and violations will happen. Perhaps even more violations would happen. So?

In an era of massive change in any industry, what do GREAT companies do? They begin by getting the best and most knowledgeable people on "their bus"; then they minimize the rules (bureaucracy) and maximize knowledge availabil-

In my opinion, violations may happen because of "change" or the lack of it. We live in a compliance world fraught with change. Regulations change, the world changes, technology changes, dangers change and humans aren't real good at change and that means the large systems we develop are particularly inept at managing all the change. Obviously that impacts our companies' readiness to prevent compliance violations.

rent role, a compliance person deals with a very small portion of the regulations, generally an extremely small subset of the regs and they repetitively do the same tasks. So in fact they are not regularly working with all parts of the regulations and yet in six or eight years changes in their markets served and products made and customers globally have changed. But nonetheless it is human nature for people to "believe" they are up to date with all the regulations impacting their world. When

For example, at Dunlap-Stone University we train thousands of

Change- Continued on page 12

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Career Advancement in Compliance: What you need to know to compete

DSU can Help You Prepare to Move Up the Career Ladder

The world of trade compliance has changed forever. Those who consider trade compliance their chosen profession recognize the changes and are preparing themselves to climb the career ladder the first moment they can.

When the penalties and consequences for violating trade regulations began to increase dramatically in recent years, the role of trade compliance changed. Change brought with it awareness by companies that investment had to be made in order to mitigate the rising considerable risks to shareholder value. This attention and allocation of resources signaled that trade compliance became a profession. As with all true professions, the value of professionals increased based on sophisticated knowledge needed.

To meet the professional demands of this important occupation, no longer were most firms willing to hire people into compliance roles without experience and minimally a college degree. Those with considerable experience found their skill sets in demand and companies competed for them and their pay increased.

Fines and penalties continued to increase and exporters of licensed goods and services found their compliance department becoming complex organizations that required management skills and advanced compliance knowledge and expertise. For higher level roles, companies began preferring MBA' to fill those positions.

No longer were entry-level compliance personnel being sought with only a High School diploma. A bachelor degree was then minimally required. Regulatory compliance became its own discipline as the knowl-

edge base increased and it had its own language. Knowledge, education and experience were then an absolute requirement.

With so much at risk, law firms took up the cause of companies found to be in violation of export laws as company coffers began paying huge sums to mitigate the risks. Specialty boutique law firms quickly grew to meet the new need companies felt. Law firms' clients began to proactively spend heavily for legal services to validate their compliance regimens and to protect them when violations occurred.

The knowledge requirements for those who oversee trade compliance have risen steadily over the years. No longer was it enough to have any college degree to gain a management position within the trade compliance arena the way it was just a few short years ago. If someone had considerable experience as a compliance officer and had "grown up" in the field they were considered "grandfathered in" and secure in their position. But to rise above that level—either when the organization grew or when looking elsewhere—more specific education in regulatory trade compliance law was required such as DSU's Bachelor of Science in International Trade Management with an emphasis in Trade Compliance Law generally meets that requirement. A graduate degree is quickly

becoming the standard in most professions—and that includes trade compliance. The competition for high level compliance jobs dictates that like every other profession education will be an easy screening variable in the hiring process.

With the decline in the legal profession caused by the Great Recession some lawyers became attracted to higher than average wages working in corporate roles as compliance officers and managers. For this reason it is becoming more common for those overseeing the compliance function within larger corporations to have a law degree (Juris Doctorate). (The largest aerospace and defense corporations have had JD in compliance senior management roles for many years.) But in recent years, out-of-work JDs have begun to vie for senior management positions in a growing number of mid-sized companies.

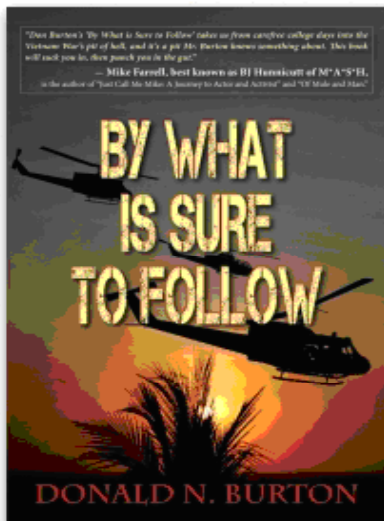
To compete against JDs for senior management positions successfully in educational terms, non-JD candidates must have career specific education credentials such as DSU's Master of Science in Regulatory Trade Compliance. It trumps the JD in that the MS degree's focus is specifically on regulatory trade law. A JD generally has no graduate level training in administrative regulatory trade laws of the U.S and other major trading nations. Having the right education to support your efforts to climb the career ladder is important.

Now that accredited trade compliance law graduate degrees are available they will undoubtedly serve as differentiators in the hiring process. Are you preparing for advancement?



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

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Book Announcement

Military History

Read Mike Farrell's Review

"Don Burton's 'By What is Sure to Follow' takes us from carefree college days into the Vietnam War's pit of hell, and it's a pit Mr. Burton knows something about. This book will suck you in, then punch you in the gut."

— **Mike Farrell, best known as BJ Hunnicutt of M*A*S*H**, is the author of *Just Call Me Mike: A Journey to Actor and Activist* and *Of Mule and Man*

If war novels chronicling real, untold military history make your list, or if you are curious about a novel written by Dunlap-Stone University's founder and Vietnam War veteran, Dr. Don Burton, this book may be for you.

By What Is Sure to Follow

By Donald N. Burton

Ex-Marine Force Recon Luke Sims is a veteran of two wars: Vietnam and the one inside his head. He's spent the last fourteen years attending self-help group sessions at a local Veterans' Center to help him be normal, to cope with the memories and trauma of his tour of duty. On the outside he seems fine. But looks can deceive and it's not long before Luke goes to war with his incredible skill set against his inner demons and the depth of his pain is at last revealed—with deadly consequences.

Based on real in-country legendary events of uncommon valor, unbelievable luck and supreme dedication to brethren, *By What Is Sure To Follow* dramatically follows one veteran's path, chronicling unknown exploits into North Vietnam during the early years of the Vietnam War. With stark realism, it reveals the potentially devastating aftereffects of

Post Traumatic Stress Syndrome (PTSD) on those who go to war and painfully decries the failure of a nation to protect and heal its warriors when they come home broken.

By What Is Sure to Follow

ISBN: 978-1-55571-762-9

Pages: 268

— Available June 1, 2014, at Amazon.com, Barnes & Noble and bookstores everywhere.

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<http://www.amazon.com/What-Sure-Follow-Donald-Burton/dp/1555717624>

About the Author

A Southern California native, Don enlisted in the U.S. Navy in April 1966. During his nearly four years in the Navy, he did three tours to Vietnam, attaining the rank of Petty Officer Second Class.

His first West-Pac (Western Pacific) tour was on the USS *Cogswell*, (DD-651), a Fletcher-class destroyer. It briefly performed "plane guard" duty off Vietnam (Yankee Station) for the aircraft carrier USS *Kittyhawk* (CVA-63). Afterward, while on coastal patrol on March 2, 1967, the *Cogswell*, and the USS *Canberra* (CA-70), a Baltimore-class cruiser, came under fire from North Vietnamese shore batteries that resulted in a 5 inch gun turret being blown off the side of the *Canberra*.

Before his second cruise, Don became a Naval Photographer's Mate and was transferred to the USS *Iwo Jima* (LPH-2), an amphibious assault helicopter carrier. It hosted a squadron of Marine helicopters that ferried the ship's nearly 2,000 Marines into battle. His duties included documenting the resident Marine Battalion's activities shipboard and occasionally in-country whenever aerial or on-ground reconnaissance documentary photographs were needed. Additionally, he logged over 250 combat hours as a helicopter air crewman, manning a 50 caliber machine gun while officially photographing the war.

College- Continued on page 9

versities. It believes that a world-class educational experience should be reasonable.

DSU: Among the Lowest Tuition Rates in the Nation

DSU strives to keep the cost of a quality education affordable. The current total tuition cost for a four year professionally significant undergraduate degree at Dunlap-Stone is less than \$40,000. That means the school's tuition cost is 87% less than other premier branded schools.

Dunlap-Stone University – Three Pillars of Learning

It is DSU's global commitment to serve students everywhere with an unrivaled student-centered experience in alignment with our school's commitment to Honor, Distinction and Excellence in higher education. DSU's Three Pillars of Learning serve as the bedrock foundation upon which our institution is built: We pledge to offer nothing less than *Professionally Significant Degrees®*, a *Superior Quality Education Experience* to all students and to maintain our *Commitment to providing Student Learning Outcomes*.

A Bachelor Degree: a Stepping Stone

To many students, a bachelor degree is just the first step in achieving their career education goals. Next, they seek an advanced, graduate professional degree in law, business or another career specialty. It is unthinkable and unaffordable to many to amass a debt of \$250,000 for a bachelor degree and then add another \$150,000 to \$250,000 or more of debt for graduate school. The total of the two could easily be over \$400,000. Justifying graduating from college with that level of debt is a challenge, especially when there are alternatives that prepare individuals for reward-

ing professional careers that pay well and are growing.

For example, a master's degree at DSU with a trade law focus costs less than \$23,000. That means combining DSU undergraduate and graduate degrees would total less than \$63,000, an educational cost savings of over \$325,000 over the average public or private premier university.

Variety of Programs to Choose From at DSU

DSU offers a variety of undergraduate degree programs including management, global supply chain management, trade compliance law and healthcare administration.

The value of a bachelor degree in today's world is significantly different than in past generations. Now a bachelor degree is required for jobs that previously only required a high school education. Parents and students must weigh the current cost of leading schools against the value and purpose of earning a bachelor degree. Most important is the quality of education, the necessity of accreditation being recognized by the U.S. Department of Education and the school's reputation. Dunlap-Stone has an enviable reputation. Over 98% of DSU students say they would recommend DSU to their friends.

The average age of students at Dunlap-Stone is 34+. Most of its students are working adults that have families and responsibilities. Younger students find the maturity level of the classroom experience adds greatly to their personal experience and learning.

Acceptance of Degrees

DSU's nationally accredited degrees are accepted by all ABA accredited law schools and most graduate degree granting universities nationwide. DSU uses the same textbooks as other leading schools. Many of its adjunct faculty teach at other leading universities. One difference is DSU is online, which can save families the

huge living and transportation expense of attending brick and mortar schools away from home.

Funding Education

With the greatly reduced cost of attendance at DSU, families find it easier to pay for college. Although DSU has chosen not to participate in the Federal Student Loan program, it offers access to student loan programs similar to what students and their families obtain at expensive schools. The loan program is similar to Federal loans in that no payments are made while the student is in school.

Value of Education

A growing number of students are choosing not to take on student debt when they pursue a university education. The current cost is a factor. Instead many work and attend school online. Family members that are not working and only attending school at DSU can accelerate their program graduation date. Many students take courses under "open enrollment" and take classes when they can afford to pay for them and thus don't run up large student loans. Many DSU students complete their education without any student debt.

A Tradition of Exceptional Value Continues

The current cost of education at DSU reflects what historically education cost a generation ago. The school holds to its core values. That is why over 98% of DSU students say they would recommend the school to their friends. Over 40% student respondents said they received a pay raise or promotion after completing their course of study at DSU. A growing number of students are attracted to the high quality education and affordable cost of the school's trademarked *Professionally Significant Degrees®* programs.

BIS Update NEWS and Sanctions

U.S. Space Industry “Deep Dive” Assessment Available: *Impact Of U.S. Export Controls On The Space Industrial Base*

The United States Air Force, National Aeronautics and Space Administration (NASA), and the National Reconnaissance Office (NRO) requested that the U.S. Department of Commerce, Bureau of Industry and Security (BIS) lead a collaborative effort to study the U.S. space industrial base. The effort, called the U.S. Space Industry “Deep Dive” Assessment, sought to map the space industrial base supply chain in unprecedented detail. The project would provide all stakeholders with a single, consistent source of information, highlight interdependencies between agencies and programs, and reduce the survey reporting burden on industry.

BIS utilized its authority delegated under the Defense Production Act of 1950, as amended (50 U.S.C. app. Sec. 2155) to design, distribute, and collect surveys of commercial companies, universities, non-profit organizations, and U.S. Government agencies with equities in the space industrial base. In all, 3,780 organizations provided a completed survey response, which detailed the products and services they provided, their critical suppliers, their financial health and investment expenditures, and many other topics.

BIS developed the following reports based on survey responses, independent research, and field interviews:

- Overview Report of the U.S. Space Industrial Base
- Financial Health of the U.S. Space Industrial Base
- Employment in the U.S. Space Industrial Base
- Small Businesses and the U.S. Space Industrial Base

• Challenges Facing the U.S. Space Industrial Base

This report details the impact of U.S. export controls, which includes the International Traffic in Arms Regulations (ITAR) and the Export Administration Regulations (EAR), on the U.S. space industrial base. Respondents detailed the frequency of their use of the U.S. export control system for space-related products and services, lost sales opportunities due to space-related export controls, and adverse impacts of space-related export controls on their organizations’ competitiveness. Respondents using the U.S. export control system for space-related products and services are very diverse, providing a wide-range of products and services, supporting many U.S. Government programs, and exporting to over 75 countries.

BIS developed the following report findings:

- Overall, 995 (26 percent) survey respondents use the U.S. export control system to export their space-related products and services.
- Respondents indicated numerous areas where the U.S. export control system has adversely impacted their organization’s health and competitiveness.
- Many respondents do not understand the U.S. export control regulations on space-related products and services.

The Export Control Reform (ECR) Initiative, once fully implemented, may have a positive impact on the competitiveness of the U.S. space industrial base.

For the complete report visit: www.bis.doc.oov.

Schuylkill County Firm And Chief Officer Charged With Shipping Machinery To Iran In Violation Of U.S. Export Laws

It was announced that a case was filed by the United States Attorney’s Office against a Schuylkill County Pennsylvania firm, Hetran, Inc. and its Chief Officer, charging them with conspiracy to evade export reporting requirements and with attempting to smuggle to Iran a lathe machine in violation of U.S. export regulations.

Hetran, Inc., an engineering and manufacturing plant in Orwigsburg, PA. allegedly manufactured a horizontal lathe, also described as a bar peeling machine (“peeler”), valued at more than \$800,000 and weighing in excess of 50,000 pounds. A horizontal lathe, or peeling machine, is used in the production of high grade steel or “bright steel”, a product used, among other things, in the manufacture of automobile and aircraft parts.

“On June 17, 2012, Hetran allegedly caused the peeling machine to be shipped to Dubai in the United Arab Emirates, fraudulently listing Crescent International in Dubai as the end- user, knowing that the shipment was ultimately being sent to Iran in violation of federal law,

Hetran is charged with conspiring to violate the export laws of the United States, and is subject to a sentence of up to \$1,000,000. Helmut Oertmann, charged with at-

DDTC Update

Directorate of Defense Trade Controls

Realignment of USML Category VII - Ground Vehicles

Effective on Apr 21, 2014, the Office of Defense Trade Controls Licensing will temporarily realign responsibility for the review and adjudication of export license applications and other written requests related to U.S. Munitions List (USML) Category VII - Ground Vehicles to the Aircraft Division. Any cases under review at the effective date will continue to be reviewed by the assigned Licensing Officer. Industry action is not required in response to this change as the realignment will be handled automatically when cases are submitted.

Source: www.pmdtcc.state.gov/

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To ensure compliance with U.S. export law and regulations, the Directorate of Defense Trade Controls strongly advises that registered exporters and manufacturers have in place programs that assist in monitoring defense trade activities.

These programs should include a manual that articulates the company's policy on and commitment to compliance with defense trade laws and regulations, and that outlines the procedures for dealing with licensing and compliance matters. Such a manual should also include the identification and duties of empowered and responsible persons, and procedures on record keeping and internal auditing.

To assist you, DDTC has outlined some elements that we believe should be included in your compliance program: Compliance Program Guidelines..Questions? Please call the Response Team at (202) 663-1282.

Source: www.pmdtcc.state.gov/compliance/index.html



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Developing a Plan for Future Success

One of the challenges of working with professionals with such a range of personal and professional goals is the fact that every decision process or educational plan is unique. Our enrollment advisors do a great job of helping students select the best program and plan for each student, but if you were wondering how to start the process of developing that plan, here are some of the things to consider:

1. What credentials are required to move forward in your career?

The decision to pursue a certificate, industry certification, or a degree is always personal. Some students simply want to gain more skills or learn more or earn a degree because it is a personal goal. The vast majority have surveyed the employment conditions and know that they need to differentiate themselves from others they may compete against for new jobs or for promotions. Saying you have the skills is one thing, demonstrating it with documented learning from an accredited college is another.

2. What timeline are you working on?

Many students prepare to sit for industry certification by enrolling in certificate program coursework, building the skills and knowledge needed within the international trade community. For a short term investment of time, flexible online classes provide an immediate boost to your resume and can improve your performance on the job.

Others invest a little more time, often transferring credits earned elsewhere or in vocational certificate programs to earn a degree. Whether your next step is an associate degree, bachelor degree or masters degree, a general busi-

Developing a Plan For Success-
Continued on page 14

Change- Continued from page 6

ity, focus on communication flow between people on “the bus”, flatten the organizational structure and empower their frontline people to make decisions and support them to the fullest. By focusing on the people at the front lines, making sure they are the best and brightest—and most motivated—people who enjoy the challenge of staying up with the changes, companies may find that “best practices” in compliance will be a competitive advantage to the firm and not a cost, and most importantly, will succeed in preventing violations in the dynamic world in which we now live because they are staying ahead of change, instead of being dragged by it!

Iran- Continued from page 10

tempting to smuggle goods from the United States to Iran, faces a potential penalty of up to 10 years imprisonment, a fine of up to \$250,000 and up to 5 years supervised release. The Iranian and Indian defendants are charged with conspiring to violate and with attempting to violate the export laws of the United States, each carrying potential penalties of up to 10 years imprisonment, a fine of up to \$250,000 and up to 5 years supervised release for the individual defendants and a \$1,000,000 fine for each corporate defendant.

Source: www.bis.doc.gov/index.php/about-bis/newsroom

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Industry Compliance Certification Exam Training

Undergoing ITAR/EAR training can help safeguard a company against export violations. Demonstrate your business experience and knowledge of EAR and ITAR requirements by obtaining a professional certification as a Certified U.S. Export Compliance Officer®. This can be an advantage to your career. By becoming certified, you can advertise on your company’s web-site and in your email signature.

The class is ideal for individuals that have received previous ITAR & EAR training and worked in the field, as well as students who have taken IIEI online training, but would like a refresher course before sitting for the exam. You should already have: Familiarity of the US Munitions List and Commerce Control Lists, key definitions such as US Person and technical data, General Prohibitions, what the license forms are and when you would use them and the sections of both the ITAR and EAR.

This is one of the few export compliance classes where detailed instruction about the export regulations is provided. This is a great learning experience in the details of every section of the ITAR and EAR.

Natascha Finnerty



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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 Methods
HAS-103	Critical Thinking and Analysis
HAS-132	Introduction to Psychology
SCM-125	Port Authority
SCM-202	21st Century Logistics
SCM-379	Warehousing Practices and Principles
STM-385	Information Systems in Global Business
TRD-141	Introduction to Incoterms 2010(R)
TRD-201	Exporting / Importing Environment
TRD-299	Agreements Under the ITAR
TRD-306	Understanding the ITAR
TRD-143	Introduction to CTPAT
HAS-170	Introduction to World Religions
TRD-326	UK Bribery Act of 2010
TRD-304	US Customs Broker Exam Prep
TRD-315	Deemed Export

June 2014

TRD-311	Documentation for Export Compliance
TRD-525	Auditing and Assessing Trade Compliance Processes
TRD-129	Introduction to Importing
BUS-404	Researching the Global Village
TRD-320	Ethics in Trade Compliance
TRD-307	Understanding the EAR
BUS-118	Introduction to Business Writing
BUS-401	Global Culture
FAE-450	International Economics
HAS-105	Writing Across the Curriculum
MGT-135	Introduction to Leadership
MGT-335	Modern Management Principles
MGT-402	Global Strategic Management
MGT-445	Competitive Human Resource Management
SCM-376	Purchasing in the Global Marketplace
STM-160	Statistics in Business
TRD-140	Importing Duties and Regulations
TRD-225	Documentation for the Global Village
TRD-306	Understanding the ITAR

July 2014

TRD-321	Harmonized Tariff Schedule
TRD-311	Documentation for Export Compliance
TRD-535	Agency Regulations in Trade Compliance
TRD-308	Mastering ITAR Exemptions
TRD-324	Canada Export Controls
TRD-350	People's Republic of China Export Controls
BUS-101	Getting Started in International Trade
TRD-299	Agreements under the ITAR
TRD-214	Trade Compliance Environment 1
BUS-405	Global Business Plan
TRD-307	Understanding the EAR
TRD-320	Ethics in Trade Compliance
TRD-319	Managing Disclosures
TRD-304	Customs Broker Exam Prep
BUS-204	Innovation and Entrepreneurship
HAS-151	Introduction to American Government
TRD-215	Trade Compliance Environment 2
TRD-306	Understanding the ITAR
TRD-308	Mastering ITAR Exemptions
TRD-309	Commerce License Exemptions

Private Classes

The university routinely has private classes for organizations that want to have just their employees or members in the class. Any course can be scheduled as a "Private Class." Whatever your reason, call and speak with an enrollment advisor for details on how your organization can make use of this service. (800) 474-8013.

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The University's Governing Board has extended the grant application deadline for the Health Care Achiever Grant. It's open to all students worldwide who gain acceptance into DSU's Bachelor of Science in Health Care Administration degree program prior to September 30, 2014. For more information and exact requirements contact an enrollment advisor

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Developing a Plan for Future

Success - Continued from page 11

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3. What skills or knowledge do you want to gain? If you know you have an immediate need for specific skills or knowledge, consider taking up to four classes as an open-enrollment student. Are you going to be made the EO of your organization? Consider taking Empowered Officials Essentials, or the Compliance Audits course. Brand new to international trade roles? Exporting/Importing Environment may be just the introduction you need. Thinking about sitting for the Customs Broker Exam next fall? Prep with Dunlap-Stone University.

The most important part of the process is not the answers to these questions—they are different for every student. Instead, focus on asking the question "What do I want to be doing in 5 years? In 10?" Then start plotting the path to get there. DSU's faculty and staff would love to be a part of that journey.

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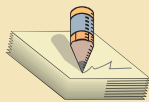
The administration, faculty, and staff of Dunlap-Stone University are proud to announce the following recent graduates. Congratulations!

Dana Madhu

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

Linda Itani

Degree Awarded: BS in International Trade Management
 Emphasis: Trade Compliance Law
 Graduated with Honors: *Cum Laude*



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The students shown here have demonstrated outstanding "A" performance .

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 ANA BURROWS, WA
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