



Global Watch®

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Bogota Colombia Chamber Signs Letter of Intent With IIEI Partner

California Import-Export Trade Could Triple by 2020



At a Chamber of Commerce sponsored event in Bogota, Colombia. Right to left: Florida Governor Jeb Bush, Edwin V. Rosas-Bayonet, President of the Gerald Toomey Foundation (IIEI's regional partner), Mana Fernanda, President of the Bogota Colombia Chamber of Commerce and Roberto Echevarria, Director of Operations for the Industry Certification Program in International Trade.

The Bay Area of California has an opportunity to shape the state's physical and economic landscape for decades to come, notes a report published this month by Jon D. Haveman and David Hummels called "California's Global Gateways: Trends and Issues." Haveman and Hummels are with the non-profit Public Policy Institute of California, which was co-founded in 1994 by the late William Hewlett, co-founder of Hewlett-Packard Co. The Institute is dedicated to improving public policy in California through independent, objective, non-partisan research on major economic, social, and political issues.

Bogotá. Invited by the Chamber of Commerce of Bogota and the Minister of Commerce, Industry and Tourism of Colombia, the Industry Certification Program in International Trade (ICP-IT), a Puerto Rican trade organization, who

partners with the international trade industry's Certification Board of Governors and the International Import-Export Institute (IIEI), held initial negotiations geared to establish the program in Colombia.

The Institute's study emphasizes California's need to leverage the current services offered, which subsidizes economic activity in other states. The Institute's study emphasizes California's need to leverage the current services offered, which subsidizes economic activity in other states. Haveman and Hummels clearly express the need to decrease the congestion on rail lines that link the ports of Los Angeles and Long Beach with America's interior. They add that the Bay Area highways slow down truckers near the Port of Oakland. "If we do, shippers will not have to look for other U.S. gateways," they said.

The Chamber of Commerce of Bogota (CCB) said that the certification program meets its objectives, which are to enhance the quality of training as a fundamental element for a competitive society. "We consider this program, its training method and structure to add to the business training portfolio we offer to local and regional enterprises. We are currently studying its viability in our market and also its export potential," declared, Maria Fernanda Campo, President of the CCB. For the CCB, productivity, development and income are sustained by the creation of human capital. As part of its services in support to the business community, the CCB facilitates the participation in international markets and strengthens the professional

In support of this position, San Francisco Chronicle's, David Armstrong writes of another study:

"...California's international trade could soar to three times its current level by 2020, but only if the state's

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Notes from the Executive Director

You Can Make the Difference

by Dr. Donald N. Burton



Now is the time to be serious about international trade. Whatever your specialty or area of interest, international trade is the place where things are happening. Trade between South America and the rest of the world is increasing. Trade from China to Latin America is surging ahead. Global GNP, according to the World Trade Organization, is continuing its upward path, increasing at over 7% per year compounded. The global market place is here.

One of the largest challenges facing emerging countries is having a well thought out global strategy. Otherwise, a country may end up being the fuel for another country's expanding economy and not their own. Most importantly, a country's leadership needs to look at what it can provide the global marketplace in which their country has a competitive and real advantage. This advantage may well be something that the country needs to build from the ground up, taking years to develop. I will speak more about this building process in a moment. The country's offering to the world needs to be uniquely designed to meet a real need, offering more value than other countries. Emerging countries cannot expect to compete with highly developed

countries head-on, nor do they need to. Finding a niche opportunity for its country's output is critical. Determining what the niche is requires education and observation. The rest of the effort goes into working the plan and being patient. By developing a long-term strategy that is uniquely a country's, one that taps into the unique value-added asset of the country, prosperity will certainly reveal itself. Sitting on the sidelines, watching other countries win global markets is the alternative. Notice the growth rates I mentioned at the beginning of this article. What is your country doing? What can you do to assist your country?

The truth is, it isn't up to your government alone. Matter of fact, you can impact the strategy-- maybe even set the strategy yourself-- by your actions. Individuals who learn the skills of exporting and then apply them in the global marketplace are in effect helping formulate their country's strategy as their efforts attract customers all over the world. As more and more people from your country engage in the outreach process, your country's unique value to the global marketplace will be realized-- one customer at a time. A true bottom-up approach to setting a trade policy. And one that works!

The Export-Import Bank of the United States

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Other Nations' EX-IM Banks

National Bank for Foreign Economic Activity of the Republic of Uzbekistan
<http://eng.nbu.com>

Export Development Canada
<http://www.edc.ca/>

Compagnie Francaise d'Assurance pour le Commerce Exterieur (COFACE) (France)
<http://www.coface.com/>

Hermes Kreditversicherungs-AG (Germany)
<http://www.exportkreditgarantien.de/eng/>

(Italy) Servizi Assicurativi del Commercio Estero (SACE)
<http://www.isace.it>

(UK) Export Credits Guarantee Dept (ECGD)
<http://www.ecgd.gov.uk/>

More listings— banks that do business in these countries, but there may be more listed here that I missed:
http://www.escapeartist.com/banks3/banks_jy_3.htm



U.S. Bureau of Industry and Security News and Announcements

Coordination of Commerce and State actions Long Overdue

In a final ruling by the U.S. Department of Commerce's Bureau of Industry and Security (BIS), the Export Administration Regulations (EAR) were revised adding a new Section, 744.19, to set forth explicitly BIS's licensing policy regarding entities sanctioned by the State Department under the authority of three statutes. Specifically, the new section provides that BIS's policy is

BIS -Continued on page 7

Stoelting's President Sentenced to House Arrest and More

The BIS recently announced that the Stoelting Company of Wood Dale, Illinois, and its president, LaVern Miller, were sentenced in connection with criminal violations of the Export Administration Act for illegally exporting polygraph machines to the People's Republic of China (PRC).

Between January 1998 and February 1999, Stoelting, under Miller's direction, knowingly exported and attempted to export polygraph equipment to the PRC without the required licenses from the Department of Commerce.

"BIS vigorously enforces U.S. export controls on crime control equipment that could be used to violate basic human rights," said Wendy Wysong, Acting Assistant Secretary of Commerce for Export Enforcement.

Miller was sentenced to two and half years probation, including six

House Arrest -Continued on page 7

\$183,000 Penalty Assessed

The U.S. Department of Commerce announced that The Sportsman's Guide, Inc. (Sportsman's) of South St. Paul, Minnesota, has agreed to pay a \$183,500 civil penalty to settle charges that it exported optical sighting devices for firearms and associated parts to various countries in violation of the Export Administration Regulations.

The BIS charged that, on 61 occasions between October 1999 and March 2002, Sportsman's exported optical sighting devices and parts to Argentina, Brazil, Canada, Mexico, and Uruguay without obtaining the required Department of Commerce export licenses for these items.

Missile Technology Controls Review

(Sections 742.5 and 744.3)

The United States, Canada, France, Germany, Italy, Japan, and the United Kingdom created the Missile Technology Control Regime (MTCR) in 1987 to limit the proliferation of missiles capable of delivering nuclear weapons. Member countries agreed to further expand the MTCR controls in 1993 to include missile delivery systems for all types of weapons of mass destruction (WMD). The MTCR now has 34 member countries. In addition, several countries, including Israel, Romania, and Slovakia, unilaterally adhere to the MTCR Guidelines.

The MTCR Guidelines and the Equipment, Software, and Technology Annex form the basis for U.S. missile technology controls. The MTCR Guidelines provide licensing policy, procedures, review factors, and standard assurances on missile technology exports. Category I items include missile systems and major subsystems, production facilities, and production equipment for missile systems capable of delivering a 500 kg payload to at least a 300 km range. Category II items include materials, components, and production and test equipment associated with Category I items, as well as missile subsystems, production facilities, and production equipment for missile systems with a 300 km range, regardless of payload.

The Department of Commerce is responsible for administering controls on manufacturing equipment

Missile - Continued on page 10



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DDTC

Directorate of Defense Trade Controls

News and Announcements

DDTC Response Team

The DDTC Response Team is prepared to respond to the full range of defense trade inquiries, and can significantly facilitate your defense trade solutions while affording licensing and other officers more time for casework. By handling telephone calls from industry and the public, it supports the work of licensing and compliance officers by allowing them to focus on their core activities.

The Response Team fields basic process and status questions, and assists exporters in identifying what they need to do to get answers to more complex questions involving licensing and registration issues. Its service is not a substitute or replacement for the advisory opinion, general correspondence, and commodity jurisdiction processes, and exporters should still use these mechanisms to obtain authoritative guidance from the Department on their export issues.

Reach the Response Team by telephone at 202-663-1282, or by email at

DDTCResponseTeam@state.gov.

**Call the DDTC
Response Team
for help with Basic
Export Licensing
Questions
202-663-1282**

DDTC **AES Direct
Developers Center**
[www.aesdirect.gov/support/
odtc_required_fields.html](http://www.aesdirect.gov/support/odtc_required_fields.html)

New Pick-up Time Announced

DDTC in-person license submission and pick-up procedures have changed

**Effective March 14, 2005,
there is now only one drop-off/pick-up time (3 p.m.).**

Due to heightened security concerns at government installations, DDTC, on the advice of State Department's Bureau of Diplomatic Security, made the change in procedures for in-person license submissions and document pick-up. For full details visit:

http://pmdtc.org/new_dropoff.htm

ITAR Amendments Notice

The U.S. Government Printing Office publishes the ITAR in April as part of the Code of Federal Regulations. While every effort is made to keep the listing and text of ITAR amendments current at State's site, please consult the Federal Register for the official record of amendments made after April 1, 2004.

Raw Wood entering EU Requirement

Effective March 1, 2005 the European Union (EU) requires all newly assembled, repaired or recycled unprocessed raw wood packaging materials (hardwood and softwood) entering the EU to be either heat treated or fumigated and officially marked under ISPM15. Questions pertaining to treatment and official marking of wood packaging materials under the fumigation program may be directed to the National Wood Pallet and Container Association (NWPCA) at (703) 519-6104.

Tuition Increases April 1, 2005

Tuition for all courses will increase \$15 per credit hour for all registrations completed after April 1, 2005. For example, a compliance 3 credit course will increase from \$840 to \$885. Students may pre-pay future courses prior to that date to obtain the savings. The last tuition increase was prior to the 2003 school year.

DDTC Announces Publication of Online D-Trade Newsletter

http://pmdtc.org/dtrade_newsletter.htm



ATTENTION CUSECOs®

Beginning July 1st, 2005, the Ethics in Trade Compliance Course (IIEI-320) will become a CUSECO® Program requirement. All current CUSECOs® will have to complete it by January 1st, 2007 to maintain certification.

Details in the May/June 2005 GlobalWatch®

In Compliance....

Expert Advice on:

Deemed Exports Rules Apply to Your Company or Organization

by Richard Seamans

Deemed Exports. We have been hearing this term from the Bureau of Industry and Security (BIS) for more than a decade, and included in 116 BIS outreach events in 2004. But it may be that some U.S. organizations still don't fully understand that their activities are subject to the deemed export regulations. This has been documented in the Department of Commerce's Office of Inspector General report of September 2004 to Congress that states that companies and academic institutions often are unaware of or unclear about their obligations under these regulations. In 2004, only 6.4 % (995) of BIS' 15,534 license applications reviewed were for deemed exports.

A deemed export is any release of technology or source code subject to the Export Administration Regulations (EAR) to a foreign national in the U.S. It does not apply to persons lawfully admitted for permanent residence in the U.S. or to persons who are protected individuals under the Immigration and Naturalization Act (8 U.S.C. 1324b(a)(3)). Note the ITAR has a similar concern that applies to technical data exported to foreign persons, but approaches it differently. Remember that "deemed export" is unique to the EAR and not used in the ITAR. [See 15 CFR 732.2(b)(2) and 22 CFR 120.17(a) respectively]. Such technology items under the EAR can be in a tangible

form (technical data) or in an intangible form (technical assistance). The technology items can be applicable to product development, production or use of an item.

Some organizations may think that if they do not manufacture controlled products or deal only in fundamental research that the deemed export regulations are not applicable to them. This thinking could get the organization into trouble. Controlled technology or source code may be used in their process of developing or producing non controlled products. Also controlled items such as high performance computers may be used by a foreign national in various types of job responsibilities.

Other organizations may not have or think they may not have any foreign national employees. Even those without foreign national employees need to be concerned with foreign national customers, vendors, contractors and other individuals that visit their facility or they otherwise have dealings with.

A suggested deemed export control program should have a system of identifying the citizenship or permanent residencies of hires, contractors and others as part of the hiring process and a classification system that identifies the technology and/or software that the new

hire will need to access in his/her job responsibilities. A decision then can be made to determine what ongoing export authorization will be required before the foreign national begins his or her job duties. The program needs to include a system that restricts the foreign national from non-authorized technology and source code. In addition a system needs to be in place that identifies changes in technologies that may become available to the foreign national due to new technologies available in the organization or a change in job responsibilities. The program also needs a system to deal with visitors and in the case of academic institutions a system to insure that foreign nationals have the required export authorization to use controlled items.

The deemed export control program needs reflect the current BIS deemed export control regulation policies as they can be revised from time to time. Some helpful sources are in Key Regulatory Areas on BIS' <http://www.bis.doc.gov/>

Finally it needs to be noted that BIS' Office of Export Enforcement actively pursues violations of the deemed export regulations along with their ongoing export violation investigations.

Richard Seamans is an independent consultant at RS Global Trade Compliance Services and an instructor for IIEI. He has specialized in international trade compliance for more than 20 years. He can be reached at:
e-mail: r.seamans@comcast.net

California Trade -Continued from page 1

congested seaports, airports, highways and railroad lines are significantly expanded and upgraded concludes a report released today by a San Francisco think tank....”

Whatever steps the state takes will matter because its international trade, which hit \$92.2 billion in exports in 2002, according to state government statistics, is key to its economy. California, along with New York, Texas, Washington and Michigan, is one of the nation’s most active trading states, and its transportation infrastructure reflects its status.

California has three of the nation’s seven largest container ports — Los Angeles, Long Beach and Oakland — and two of the three busiest air cargo airports: Los Angeles International Airport and San Francisco International Airport.

Thanks to its location on the Pacific Rim, California is well positioned to handle this country’s burgeoning trade with Asia, which surged from just 8 percent of U.S. trade in 1970 to 40 percent in 2002. Moreover, “Trade with Asia is expected to provide almost three-fourths of the trade growth through California,” Haveman and Hummels predict.

The Golden State ships agricultural goods, computers and machinery to Asia, especially the fast-growing markets in China, and brings in apparel, electronic gear, shoes, toys and other goods, much of it destined for other parts of the United States. For over a decade, California, which also trades actively with Mexico and Canada, has been the nation’s top exporting state.

Source: www.ruggedelegantliving.com/sf/a/002631.html

BIS -Continued from page 4

to deny any export or reexport license application if the applicant, other party authorized to receive the license, purchaser, intermediate consignee, ultimate consignee, or end-user is subject to: (1) A sanction issued pursuant to the Iran-Iraq Arms Nonproliferation Act of 1992 (Pub. L. 102-484) that prohibits the issuance of any license for any export by or to the sanctioned person or, (2) a sanction issued pursuant to the Iran Nonproliferation Act of 2000 (Pub. L. 107-178) that prohibits the granting of a license for the transfer to foreign persons of items, the export of which is controlled under the EAR, or (3) a sanction issued pursuant to section 11B(b)(1)(B)(ii) of the Export Administration Act (EAA) of 1979, as amended (also known as the Missile Technology Control Act of 1990), that prohibits the issuance of new licenses for exports to the sanctioned entity of items controlled pursuant to the EAA. In addition, Section 744.19 sets forth BIS’s policy to deny any export or reexport application for items listed on the Commerce Control List with missile technology (MT) listed as a reason for control if any entity subject to a sanction issued pursuant to section 11B(b)(1)(B)(i) of the EAA, as amended, is a party to the transaction. Section 11B(b)(1)(B)(i) prohibits the issuance of new individual licenses for exports to the sanctioned entity of MTCR annex equipment or technology controlled

pursuant to the Export Administration Act of 1979.

This rule also adds new Section 744.20 to the EAR to provide that BIS may impose, as new foreign policy controls, license requirements on exports and reexports of items subject to the EAR to entities sanctioned by the State Department. Such license requirements are in addition to those imposed by other provisions of the EAR. Decisions to impose such license requirements will be made on a case-by-case basis.

Federal Register: March 7, 2005 (Volume 70, Number 43) [Rules and Regulations] Page 10865-10868.

House Arrest -Continued from page 4

months of electronically monitored home confinement, 500 hours community service and a criminal fine equivalent to the costs of probation and electronic monitoring, estimated to be \$18,000. The Stoelting Company was sentenced to two and a half years corporate probation and a \$20,000 criminal fine.

The Department of Commerce announced in June 2004 that Stoelting and Miller each agreed to a \$44,000 civil penalty and a five-year denial of export privileges in connection with this case.

Visit www.usexportcompliance.com



Over **40** of the top **50** U.S. aerospace and defense companies have enrolled their employees into courses leading to industry certification.



Country Profile
Republic of Uruguay

The country's local name is Republica Oriental del Uruguay. It is located in Southern South America, bordering the South Atlantic Ocean, between Argentina and Brazil. Uruguay's political and labor conditions are among the freest on the continent. The second smallest country in South America, it has a warm temperate climate; freezing temperatures almost unknown, and it is comprised of mostly rolling plains and low hills; with fertile coastal lowlands.

Uruguay's well-to-do economy is characterized by an export-oriented agricultural sector, a well-educated workforce, and high levels of social spending. After averaging growth of 5% annually during 1996-98, in 1999-2002 the economy suffered a major downturn, stemming largely from the spillover effects of the economic problems of its large neighbors, Argentina and Brazil. The economy is expected to resume growth in 2004 (perhaps 4% or more) as a result of high commodity prices for Uruguayan exports, the weakness of the dollar against the euro, growth in the region, low international interest rates, and greater export competitiveness.

Spanish, Portuguese, or Brazilerio (Portuguese-Spanish mix on the Brazilian frontier) are the languages. with the workforce split between agriculture 14%, industry 16%, services 70%, Ethically, the country is white 88%, mestizo 8%, black 4%,

with almost no Amerindian presence. The literacy rate is over 98% in a population that is growing slowly (0.51% 2004) and 23.7% of the population live below the poverty line. The legal system is based on Spanish civil law; and it accepts compulsory ICJ jurisdiction.

Uruguay, as a resource to global producers, is a country underutilized within the global marketplace. Its abundance of Spanish speaking, well-educated workers, and developed infrastructure make the country an ideal location for serving Latin America.

Uruguay at a Glance

- GDP:** ppp - \$43.67 billion (2003 est.)
- GDP - real growth:** 2.5% (2003)
- GDP - per capita:** \$12,800 (2003)
- Inflation rate:** 9.4% (2003 est.)
- Labor force:** 1.56 million (2003 est.)
- Unemployment rate:** 16% (2003)
- Population:** 3,399,237 (July 2004 est.)
- Exports:** \$2.164 billion (2004 est.)
- Exports - commodities:** meat, rice, leather products, wool, fish, dairy products
- Exports - Markets:** Brazil 21.4%, US 11.4%, Argentina 7.1%, Germany 6.6%, China 4.3%, Mexico 4.1%, Italy 4.1%, Canada 4% (2003)
- Imports:** \$19.89 billion (2003 est.)
- Import Commodities:** machinery, chemicals, road vehicles, crude petroleum
- Import Partners:** Argentina 26.1%, Brazil 21%, Russia 11.7%, US 7.6% (2003)
- Exchange Rate:** Uruguayan pesos per US dollar - 28.2091 (2003)



Colombia - Continued from page 1

level that businesses require to become more competitive.

Also present in the Bogota meeting was a delegation lead by Florida's Governor Jeb Bush of 195 business leaders from *Team Florida*. They represent an active push to begin bilateral negotiations for Colombia's support to establish the Secretariat of the Free Trade Area of the Americas in Miami. Colombia's first choice for the secretariat is Panama followed by Miami.

The IC-PIT was received with great enthusiasm. Administered in the region by the Gerald Toomey Foundation, Inc. the IC-PIT is expanding the non profit Certification Board of Governors certification program to Latin America and U.S. Hispanics.

"The Chamber of Commerce of Bogota is interested in joining the Certification Board of Governors global network with the objective of creating sustainable and competitive businesses with international outlook," said San Juan lawyer Edwin V. Rosas-Bayonet, President of the Gerald Toomey Foundation, who for 36 years has been teaching international trade at the university level. "The CCB wanted to develop their own certification instructors to train the next generation of industry professionals. We are currently negotiating exclusive rights for them to export the CBG standards and IIEI programs to other Latin American countries."

"This is the best moment for Latin American exporters to join the fast growth of venues for free trade. In 2004 and for the first time in 25 years, Latin America had a 5.6% GNP increase, explains Roberto Echevarría, ICPIT's Director of Operations. "Latin American exporters are anxious to become protagonists in the negotiations for the economic future of the 34 countries that joined to create the largest free trade area in the world."

For more information call *ICPIT*:
In Puerto Rico 1-866-787-6060
In Florida (305) 951-1989

Latin America Focus

Trade with Latin America

Economic relations between China and Latin America developed smoothly in 2004. Statistics show that the total trade volume of imports and exports stood at US\$40 billion, an increase of 49.3 per cent over the previous year. By the end of 2004, China's investment overseas had reached US\$37 billion, half of which was in Latin America.

According to U.S. statistics, the Latin American economy grew by 5.5 percent in 2004, the largest increment since 1980. Its exports to China increased by 22.4 per cent, higher than its growth of imports at 19.8 per cent. Exports from Latin America to China were US\$21.785 billion, and imports from China US\$18.242 billion.

Exports from Latin America to China were mainly agricultural products and minerals. In return, China exports light industrial products of

high quality and low prices, which are welcomed by the Latin Americans.

As Latin America continues its rebound from its deepest recession in over two decades, growth this year will continue its steady increase. In that the recovery has been led by external demand, as exports responded to the global economic firming as well as the substantial real exchange rate depreciations in the region, more recently, though, domestic demand has also begun to pick up as interest rates have declined and confidence has returned. There is no mistaking the enormous adjustment the region has made. As the region continues to expand its trade into China and other opening markets, economists state cautious optimism for a longer-term steady improving economic outlook in Latin America.

Source: IIEI Staff

South America launches Trading Bloc

On December 9, 2004 representatives from 12 South American countries signed an agreement to create a political and economic bloc modeled on the European Union.

The new South American Community of Nations was launched at a summit in the Peruvian city of Cuzco.

Peruvian President Alejandro Toledo, said a new country was being born, which would one day have a common currency, parliament and passport.

Members of the new community will start by phasing out tariffs.

Leaders also hope it will increase South America's clout in international trade talks.

Mr. Toledo said the new community would also help member nations "confront the challenges of globalisation so that it is fairer."

"If in the past, geography divided us, today it unites us," Mr Toledo said.

The move will create a market of 361 million people with a GDP of \$973bn, exporting \$181bn of goods and services.

Courtesy BBC

Missile -Continued from page 4

for Category I items, and all dual-use items in Category II. There are approximately 120 entries on the Commerce Control List (CCL) that are subject to missile technology controls. Category I items have a strong presumption of denial, and the transfer of production facilities for Category I items is prohibited. The Department of Commerce will approve the export of Category II items only after a case-by-case review. The United States observes the multilateral commitment to honor the denial of licenses by other members and to support such denials through a “no undercut” policy. This policy enhances efforts to prevent missile proliferation and prevents unfair commercial advantage among regime members.

In summary, the licensing requirements and policy for missile technology controls described in Parts 742.5 and 744.3 of the Export Administration Regulations (EAR) are as follows:

The U.S. Government requires a license for the export or reexport to all destinations except Canada of those dual-use items specifically identified on the CCL as controlled for missile technology reasons. This exclusion for Canada is currently under review.

On November 8, 2004, the Department published a rule that revises the end-use/end-user licensing requirements under section 744.3 of the EAR requiring a license for the export, reexport, or transfer of any commodity, software, or technology, if the exporter knows that the item will be:

- o Used in the design, development, production or use of rocket systems or unmanned air vehicles capable of a range of at least 300 kilometers in or by specific countries (Country Group D:4, EAR, Part 740, Supplement No. 1);
- o Used, anywhere in the world, in rocket systems or unmanned air vehicles, regardless of range capabilities, for the delivery of chemical, biological, or nuclear weapons; or
- o Used in the design, development, production, or use of any rocket systems or unmanned air vehicles in or by specific countries, when the exporter is unable to determine either the range capabilities or end-use (69 FR 64657). (See box below)

March 10, 2005

BIS published the **Final Rule** in the Federal Register revising the EAR to reflect changes to the **Missile Technology Control Regime Annex**, to make revisions to Missile Catch-All Controls.

Federal Register: Volume 70, Number 46 [Rules and Regulations] Page 11858-11863

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

Commerce License Exceptions class (IEI-309)
NOW ENROLLING
 for April 14th start date.
 Register online today!
www.iei.edu



The International Compliance Professionals Association's 2nd Annual Conference a Resounding Success

With the applause of all those who attended, including Dr. Donald Burton, IIEI's President, the second annual conference of the International Compliance Professionals Association (ICPA) was held in Orlando Florida in early February. Nearly three-hundred attendees covering the broad spectrum of import and export compliance personnel, channel agents, government compliance specialists and more met to discuss their common interests.

In the numerous breakout sessions, panels of experts shared their views on topics ranging from Jurisdictional Determinations to Customs Broker Selection, the challenges of Sarbanes-Oxley, spotting hidden compliance problems and much more.

The ICPA conference offered attendees a four-track approach to compliance issues, including: import, export, training and other related topics. Without exception, attendees said that they preferred this open venue as compared to a fully structured, one-path for all approach.

Due to the responsiveness of ICPA's Board in meeting the industry's dynamic needs, IIEI recommends that all compliance professionals consider joining this outstanding young organization.

For more information about the ICPA, visit their web site at:

www.icpainc.org



Job Market Possibilities

By Melissa Jensen

As you know, you are in a cutting-edge educational program at IIEI – where do you go after you’ve graduated or become certified? Many students find themselves asking this question because our educational programs are so new to the industry. What are the benefits of your education, and how is it going to help you get to where you want to go – even if you’re not quite sure where that is just yet?

“The material you are learning at IIEI is exactly what employers are looking for...”

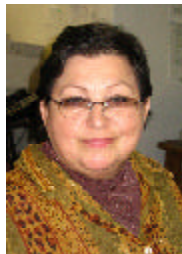
With a quick search of “international trade” on just one of the major job seeking websites, you can turn up a multitude of companies looking to fill positions such as International Marketing Manager, Trade Compliance Officer, and International Trade Managers (sound familiar to any of you CITMS®, CITM®, or CUSECO®?). Many of these job titles are almost word-for-word a match to our educational programs here. Here is a listing of the type of experience employers are looking for:

- Knowledge of the Harmonized Tariff Schedule and/or Customs Regulations
- Knowledge of Code of Federal Regulations for EAR and ITAR
- Ability to audit broker’s filings
- Broker’s license, brokerage experience
- Knowledge of documentation involved in international transactions
- Freight forwarder experience

This list could be much more comprehensive if I had the space for it, but I think you all get the idea; the material you are learning at IIEI is exactly what employers are looking for in the International Trade industry. Still, many companies do not yet realize that they can acquire employees with this exact type of formal training, so you’ll find that requirements are anything from a particular number of years experience in the field or a general degree in business. By listing credentials you’ve earned at IIEI, you are sending your resume to the front of the line. An employer will want to know about the credentials you have earned. Be confident. It’s a good market for all of the International Trade Professionals graduating from IIEI.

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New IIEI Staff



Esther Workman is a member of our Student Advisor team. She has a background in management of non-profit civic organizations.



Marie Helm is the main receptionist that helps direct your calls. In addition, she works in central administration insuring that registrations are processed.

IIEI Certifications

Congratulations to the following on successful completion and recent award of the respective certifications.

Certified International Trade Professional®

Lee Beauclair, ND

Certified U.S. Export Compliance Officer®

Holsetta Allen, VA
Ann Brown-Garison, TX
Erin Crockett, FL
Tammy Heyer, AZ
Janet Keiser, PA
Roxanne Malik, MA
Larry Medford, FL
Diane Ono, CA
Markus Sorrells, MA
Jeffrey Williams, MD
Steven Wooldridge, TX
Denise Yasuda, CA



IIEI Student Honor Roll

Outstanding performance for two or more semesters.

Ali Ashu
Linda Avila
Patricia Baldrige
Kandis Chocek
Judy Elam
Delta Farley
Ken Fischer
Mary Galloway
Gabriel Garcia
Judy Gersch
Tammy Heyer
Barbara Jolly
Roxanne Malik
Dusan Marinkovic
Candice Martin
Patricia Mendy
Brian Miller
Cheryl Nostrand
Jared Rowell
Janet Wallatt
Denise Yasuda

Congratulations!



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