



Global Watch[®]

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Obstacles to Trade In Retreat Says WTO

Courtesy Wall Street Journal By JOHN W. MILLER

BRUSSELS—Protectionism by national governments began to decline in the fourth quarter of 2009 but remains a major threat to the global economy, according to a World Trade Organization report.

The document, co-written by officials from the WTO, the Organization for Economic Cooperation and Development and the United Nations, was sent to the governments of the Group of 20 leading nations. A copy was reviewed by The Wall Street Journal.

Big LTL Carriers Getting Smaller

Billion-dollar-plus companies lose 25 percent of revenue in 2009

By William B. Cassidy

Courtesy The Journal of Commerce Online

Seven of the top 25 less-than-truckload carriers reported more than a billion dollars in revenue in 2009, according to a study of the LTL industry.

Together, they accounted for \$16 billion in LTL sales, 63.4 percent of the total revenue of all LTL carriers in the United States, according to the SJ Consulting Group study.

That \$16 billion is 25.8 percent less than the \$21.6 billion in LTL revenue the same carriers had in 2008. The carriers were YRC Worldwide, FedEx Freight,

LTL Carriers - Continued on page 11

The 85-page paper is an attempt by the Geneva-based WTO to temper what its officials say are overly pessimistic reports in the media of a rising tide of tariffs, import restrictions, subsidies and other protectionist measures. At the same time, the WTO continues to warn that protectionism is still a risk that could prevent trade from rebounding after it fell 12% in 2009, the sharpest drop since World War II.

The report argues that trade in goods remains relatively unencumbered. The share of world imports between September 2009 and February 2010 affected by protectionist measures was only 0.4%, down from 0.8% between October 2008 and October 2009, the report found.

In addition, countries didn't impose any direct new measures to restrict trade in services, and the number of antidumping investigations, which often spur import-tariff increases, fell to 152 in 2009 from 193 in 2008.

The report also said a G-20 goal of making available \$250 billion in trade finance has been achieved, mostly through national export-credit agencies. The average price for letters of credit in larger emerging economies like Brazil, China and India has fallen to 0.7%-1.5% from 1.5%-2.5% a year ago. Some governments also wrote new legislation that encourages foreign investment. Australia

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Asia Progress and Challenges

Opening Remarks by
Rajat M. Nag
Managing Director General
Asian Development Bank
17 November 2009
At the Federation of Indian Chambers of
Commerce & Industry (FICCI)

While the industrialized world has had to confront the worst recession in 70 years, nations in developing Asia—particularly countries with large domestic and consumer demand—are in fact leading the world back to economic expansion. Monetary and fiscal stimulus appears

Asia Progress - Continued on page 11

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Notes from the President

Spring is Just Around the Corner

by Dr. Donald N. Burton



As the global marketplace begins to regain its footing after the global financial crisis, several of the articles in this issue of GlobalWatch® demonstrate there is no quick fix to the global economy. The “Big LTL Carriers Getting Smaller” article (Page 1) and “Export Revival Threatened by Shipping Bottlenecks” (Page 5) both show some of the difficulties that resulted from the financial meltdown. The report from the WTO (Page 1) and the announcement from Japan (Page 14), both in their own way, demonstrate people are looking beyond the recession and planning for a resurgence of trade.

The bilateral trade agreement between Ghana and Nigeria article (Page 3) exemplifies that while larger countries are slow to recover, smaller countries are briskly building relationships to strengthen their emerging countries’ market positions. Reacting to the financial crisis’ impact on Vietnam, its leadership too is redefining Vietnam’s role in the global landscape.

President Obama’s recent speech at the EX-IM Bank Conference about his “National Export Initiative” shows that he is going to remove government bureaucracy that hampers exports.

All the while, both the BIS and

DDTC Update columns show export compliance enforcement is a top priority and is gaining in severity. The announcement by BIS of new guidelines for developing an effective export management system is now out. (Page 9) Every organization can learn something from BIS’ detailed guidelines.

To those who have had Dr. Bob Perkins as their instructor here at DSU it won’t come as a surprise, but Dr. Bob has been named as DSU’s 2009 Outstanding Faculty Member of the Year. See the article on page 10.

The article discussing Japan’s new global strategy signals a very strong global change for the island nation. It fits nicely with the article about the market advantage that emerging nations have as we come out of the recession. (Page 14).

The announcement in a national survey that places DSU amongst the lowest in tuition in colleges and universities shows that we are doing everything we can to assist students in making education affordable. I believe that is why U.S. and foreign students are enrolling in our degree programs in ever increasing numbers. Thank you for your continued strong support. Take care.

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 defense companies have
 had employees enroll in
 courses leading to
 industry certification.

Ghana and Nigeria In First Bilateral Trade Agreement

Ghana and its neighbor Nigeria will sign a bilateral agreement to govern trade between the two countries, a move that is expected to bring a great relief to Ghanaian exporters who have always yearned to enter that market.

Nigeria has for more than four years banned the importation of over 150 products, either from abroad or the ECOWAS sub-region, in spite of various trade liberalization policies in the sub-region.

But according to the Nigerian High Commissioner to Ghana, Mr. Mosiliu Obanikoro, in an interview with the GRAPHIC BUSINESS, the bilateral agreement would also strengthen the economic, socio and political collaboration between the two countries.

He said the move would resolve most of the trading difficulties between the two neighbouring countries which were the trail blazers of the sub-regional agenda.

Many of Ghana's exports, including cocoa products, cassava-based products, plastic, textiles and aluminium products do not enter that country, although such imports from Nigeria can easily enter Ghana without difficulty.

It is the first time the two countries would sign a bilateral trade agreement.

Mr. Obanikoro said the agreement would also mark the revival of the Ghana Nigeria Joint Commission, which would act as a chamber that would oversee trading activities between the two countries.

Since last year, officials of the Ministry of Trade and Industry and

China has overtaken Japan as Australia's largest export market for merchandise goods. Japan was Australia's largest market for the past 43 years.

Goods & services ranking - exports

- 1 Coal
- 2 Iron ore & concentrates
- 3 Education-related personal travel services
- 4 Gold
- 5 Personal travel (excl education) services
- 6 Natural gas
- 7 Crude petroleum
- 8 Aluminium ores
- 9 Wheat
- 10 Beef

Top 10 merchandise export partners

- 1 China
- 2 Japan
- 3 Republic of Korea
- 4 India
- 5 United States
- 6 United Kingdom
- 7 New Zealand
- 8 Taiwan
- 9 Singapore
- 10 Thailand

Sources: ABS trade data on DFAT STARS database and ABS catalogue 5368.0.
Updated: 03/02/2010

their Nigerian counterparts have been meeting over this thorny issue which had hampered trade in volume and value between Ghana and Africa's most populous country.

The Nigerian High Commissioner said the agreement was a holistic review of all areas of co-operation to ensure that those areas that were negatively affected such as businesses and education would see removal of bottlenecks to allow businesses to flow.

Ambassador Obanikoro also expressed regret at the difficulties at the various border posts along the Eastern corridor to Nigeria, saying "I think we need stronger political will and courage to reduce all those things.

It affects not just Nigeria but also Ghana and something must be done at the leadership level," stress-

ing "we cannot continue to tolerate those things."

He advised that leaders should move beyond the talk-shop and move courageously into implementation to create a more seamless and workable economic and political zone in West Africa.

Mr. Obanikoro said the ordinary peoples of the ECOWAS sub-region were being more proactive as shown in the expanding informal sector trade in spite of the difficulties encountered by citizens of the two countries and the sub-region at the formal level.

Meanwhile in a separate interview in response to the news, the Ghana National Chamber of Commerce and Industry (GNCCI) has welcomed the bilateral co-operation, saying it was counter productive to still ask for permits to clear goods in



BIS Update

Bureau of Industry and Security

Sirchie Pays \$2.5M Civil Penalty: Settles Charges Of Aiding And Abetting Violations Of Export Denial Order

WASHINGTON, D.C. - The Commerce Department's Bureau of Industry and Security (BIS) announced that Sirchie Acquisition Company, LLC (Sirchie LLC), a forensics and police equipment supplier based in Youngsville, North Carolina, has entered into an administrative Settlement Agreement with BIS to settle allegations of aiding and abetting actions taken to evade a denial order issued by BIS in September 2005. The company has also entered into a three-year Deferred Prosecution Agreement with the United States Department of Justice. This settlement marks the first BIS administrative case in which the administrative civil monetary penalty amount of \$250,000 per violation has been imposed for violations of the Export Administration Regulations (EAR).

Under the Settlement Agreement with BIS, Sirchie LLC will pay the maximum aggregate administrative civil penalty of \$2.5 million for the 10 charged violations of the EAR. Additionally, pursuant to the terms of the Deferred Prosecution Agreement, Sirchie LLC will pay a total of \$10.1

Sirchie - Continued on page 12

U.K. Firm Pleads Guilty, Agrees to Pay \$15 Million in Fines

Balli Aviation Ltd., a subsidiary of the United Kingdom-based Balli Group PLC, pleaded guilty in the U.S. District Court for the District of Columbia to a two-count criminal information in connection with its illegal export of commercial Boeing 747 aircraft from the United States to Iran, announced David Kris, Assistant Attorney General for National Security; Channing D. Phillips, U.S. Attorney for the District of Columbia; Thomas Madigan, Acting Deputy Assistant Secretary of Commerce for Export Enforcement; and Adam J. Szubin, Director of the Department of Treasury's Office of Foreign Assets Control.

Under the plea agreement, Balli Aviation Ltd. agreed to pay a \$2 million criminal fine and be placed on corporate probation for five years. The \$2 million fine, combined with a related \$15 million civil settlement among Balli Group PLC, Balli Aviation Ltd., BIS), and the U.S. Department of the Treasury's Office of Foreign Assets Control (OFAC), that was also announced today, represents one of the largest fines for an export violation in BIS history. Under the terms of the related civil settlement, Balli Group PLC and

STELA

The System for Tracking Export License Applications

To better serve the exporting community, BIS has launched an on-line version of its System for Tracking Export License Applications (STELA). You may now check the status of your export / re-export license applications, classification requests and AGR notifications at <https://snapr.bis.doc.gov/stela>. The applicant must input their BIS assigned application control number (ACN) and they will subsequently receive the same status information as communicated through the current phone-based STELA voice response system. With this new on-line service, the phone-based STELA will be eventually phased out, so start using STELA On-line today!

Source: www.bis.doc.gov/licensing/stela4u.htm

Balli Aviation Ltd. have agreed to pay a civil penalty of \$15 million of which \$2 million will be suspended if there are no further export control violations. In addition, Balli Aviation Ltd. and Balli Group PLC are denied export privileges for five years, although this penalty will be suspended provided that neither Balli Aviation nor Balli Group commits any export violations and pays the civil penalty. Under the terms of the settlement, Balli Group PLC and Balli Aviation, Ltd. will also have to submit the results of an independent audit of its export compliance program to BIS and OFAC for each of the next five years.

Source: www.bis.doc.gov/news/2010/doj02052010.htm



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DDTC Update

Directorate of Defense Trade Controls

Export Revival Threatened By Shipping Bottlenecks

By JENNIFER LEVITZ, TAMARA AUDI and JOHN W. MILLER

BAE Systems PLC Pleads Guilty and Ordered to Pay \$400 Million Criminal Fine

None of the criminal conduct described in the plea involved the actions of BAE Systems Inc., the U.S. subsidiary of BAE Systems PLC.

BAE Systems plc (BAES) pleaded guilty in U.S. District Court in the District of Columbia to conspiring to defraud the United States by impairing and impeding its lawful functions, to make false statements about its Foreign Corrupt Practices Act (FCPA) compliance program, and to violate the Arms Export Control Act (AECA) and International Traffic in Arms Regulations (ITAR), announced Acting Deputy Attorney General Gary G. Grindler. BAES was sentenced today by U.S. District Court Judge John D. Bates to pay a \$400 million criminal fine, one of the largest criminal fines in the history of DOJ's ongoing effort to combat overseas corruption in international business and enforce U.S. export control laws.

"BAE Systems pleaded guilty to knowingly and willfully making false statements to U.S. government agencies. The actions of BAE Systems impeded U.S. efforts to ensure international trade is free of corruption and to maintain control over sensitive U.S. technology," said Acting Deputy Attorney General Gary G. Grindler. "BAE Systems will pay a \$400 million fine for its criminal conduct – one of the largest criminal fines ever levied in the United States against a company for business related violations. The remediation measures BAE Systems has undertaken, in conjunction with its agreement to retain an independent compliance monitor, are evidence supporting BAE Systems' stated commitment to ensure that it operates in a transparent, honest and

responsible manner going forward. The Department of Justice will continue to hold accountable companies that impair the operations of the U.S. government by lying about their conduct and operations."

BAES is a multinational defense contractor with headquarters in the United Kingdom and with a U.S. subsidiary - BAE Systems Inc. - headquartered in Rockville, Md. None of the criminal conduct described in the plea involved the actions of BAE Systems Inc.

Also as part of its guilty plea, BAES admitted to making and causing to be made certain false, inaccurate and incomplete statements, and failing to make required disclosures to the U.S. government in connection with the administration of certain regulatory functions, including statements and disclosures related to applications for arms export licenses, as required by the AECA and ITAR. The AECA and ITAR prohibit the export of defense-related materials to a foreign national or a foreign nation without the required U.S. government license, and the Department of State has the power to approve or deny such applications. As part of the licensing scheme, applicants are required to identify associated commissions to the State Department- whether they are legitimate commissions or bribes - paid to anyone who helps secure the sales of defense materials.

Source: Department of Justice Office of Public Affairs

Minnesota farmer Wayne Knewtson has 2,000 acres of soybeans, and soy-milk makers in Vietnam eager to buy his crop.

The only problem: delays of three and four weeks in shipping them. His customers "are not happy," Mr. Knewtson says. And because he doesn't get paid until the beans arrive in Vietnam, he has had to take out a loan to cover expenses on his farm. The U.S. finally is enjoying some strength in exports, thanks to economic recovery in Asia and a generally weak dollar. But just as U.S. goods find demand abroad, there's a problem getting them there.

Stuck in Port

When ships carrying imports call less frequently at U.S. ports, American producers have to wait longer to ship their goods abroad.

It's the opposite of what one might expect. Carriers have a surplus of ships. And since the U.S. still imports more than it exports, freighters arrive in America looking for export cargo to take back, so they don't have to go home empty.

Yet American producers of everything from hazelnuts to cardboard are complaining they can't get their goods shipped in timely fashion. Eighty rail cars filled with dried peas sat for weeks on train tracks outside Seattle, waiting for a ship to India. Wheat for Asia is stuck in a warehouse in North Dakota.

The bottlenecks are among the many challenges to President Barack Obama's goal of doubling U.S. exports in five years, a hope he detailed in a recent speech.

For complete article, visit web site: Courtesy: <http://online.wsj.com>

In Compliance....

President Obama Announces Details of National Export Initiative at Ex-Im Bank's Annual Conference

Courtesy: International Trade Law News

Washington DC - March 11, 2010 - In a speech today at the Export-Import Bank of the United States' annual conference in Washington, DC, President Obama provided more details on the National Export Initiative (NEI) and his goal of doubling U.S. exports in the next five years that was announced in his State of the Union Speech in January.

The following is a summary of the important points made in today's speech:

* Four aims of NEI are (1) increasing export financing; (2) increasing export advocacy; (3) providing assistance for American businesses to locate, set up shop, and win in new markets; and (4) focusing on making sure American companies have free and fair access to those markets, including enforcing existing trade agreements.

* Signed an Executive Order instructing the federal government to use every available federal resource in support of that mission. That order created an Export Promotion Cabinet, made up of the Secretaries of State, Treasury, Agriculture, Commerce and Labor, along with our U.S. Trade Representative, Small Business Administrator, the Export-Import Bank President, and other senior U.S. officials whose work impacts exports. That cabinet will convene its first meeting in April.

* Re-launched the President's Export Council, the principal national advisory committee on international trade. Named Jim

McNerney, the President and CEO of Boeing, as its chair; and Ursula Burns, the CEO of Xerox, as vice chair (White House announcement on these appointments here).

* Export promotion efforts will extend throughout the Administration. Secretary Locke is issuing guidance to all senior government officials who have foreign counterparts on how they can best promote our exporters. Secretary Clinton is mobilizing a commercial diplomacy strategy, directing every one of our embassies to create a Senior Visitor Business Liaison who will manage our export advocacy efforts locally.

* Will unleash a battery of comprehensive and coordinated efforts to promote new markets and new opportunities for American exporters. Will bring together the Ex-Im Bank, the SBA, the Departments of Commerce and Agriculture, and the Trade Development Agency to set up one-stop-shops across the country and in the 250 embassies and consulates abroad, to help American businesses gain a foothold in the fastest-growing markets with the most demand. And we'll provide a comprehensive toolkit of services – from financing to counseling to promotion – to help potential exporters grow and expand.

* Will increase funding for existing promotion efforts, including International Trade Administration at the Department of Commerce, and strengthen the USDA's ability to connect farmers with new customers overseas.

* Working to reform the U.S. Export Control System for strategic, high-tech industries, which will strengthen our national security. Will concentrate our efforts on enforcing controls on the export of our most critical technologies, making America safer while enhancing the competitiveness of key American industries. Have conducted a broad review of the Export Control System, and Secretary Gates will outline our reform proposal within the next couple weeks.

* Regarding exports, the President announced two specific changes in export control laws that the Administration will work to implement:

1. A new one-time online review process for products containing encryption that is intended to reduce the current 30 to 60 day review process to "30 minutes".

2. Will eliminate unnecessary obstacles for exporting products to companies with dual-national and third-country-national employees by harmonizing the EAR and ITAR standards, making it easier for American and foreign companies to comply with U.S. export control requirements without diminishing national security.

Courtesy: International Trade Law News & Douglas N. Jacobson, Esq.

News, analysis and information on export controls, sanctions, customs law, FCPA, antidumping and other international trade issues.

<http://www.djacobsonlaw.com/2010/03/president-announces-details-of-national.html>

Vietnam Is Refining Its Role on the Global Stage

HO CHI MINH CITY, Vietnam — More than many countries, Vietnam has been buffeted by the ups and downs of globalization. A relatively new player in the global economy, it benefited from a flood of Western capital and interest in the 1990s and early this decade, only to be devastated by the reverberations of the latest economic crisis in the United States, 7,500 miles away.

Vietnam's strategy for competing in the global arena — and a relatively successful one until recently — had been to carve out niche markets where it could deliver, say, quality products like handicrafts or specialized clothing that China could not. But all of Vietnam's main export industries are heavily dependent on sales to the United States. In 2009, the United States was the biggest importer of Vietnamese goods, absorbing about a fifth of the country's exports.

Vietnam's economy grew 4.6 percent for the first nine months of 2009, compared with the same period in 2008, according to the World Bank, in part because of government stimulus measures. While a developed country like the United States would be happy with such growth, Vietnam in recent years had been able to sustain an average growth rate above 7 percent.

At the same time, the country has seen a strong retrenchment in exports. In the first 10 months of 2009, Vietnamese exports declined 13.8 percent compared with the period in 2008, the World Bank said. Though that drop is less than declines in most other developing countries, it could make 2009 the first year with a decline in exports since the beginning of Vietnam's

Training isn't Telling

By Caulyne Barron, MEd
Vice President of Online Programs

There is an axiom among corporate trainers and educators that "Training isn't telling." It reflects a movement that encourages active participation, dynamic and interactive presentations. As the industry leader in international trade education, the International Import-Export Institute at Dunlap-Stone University has proven methods and assessment measures that demonstrate that our students retain material and learn not just facts but a way to address complex regulatory topics.

Almost on a daily basis, messages and advertisements that cross my email remind me that our approach to training as education is unique. Seminars, conferences and other events where experts stand in front of a ballroom of people and recite information are an important part of a

economic reforms, the World Bank said.

The pullback is a significant growing pain for Vietnam, one of the world's newer export economies. Compared with others in the region like Thailand and Malaysia, Vietnam is still an infant in its experiences with globalization.

For decades after the Vietnam War, the economy limped along, sustained largely by its agriculture. Until President Bill Clinton and the Senate lifted the United States trade embargo in 1994, Vietnam was a bit player in the export market. Even after that shift, it took years for the country's manufacturing sector to be competitive, particularly given its location near more mature exporting countries like China.

In order to square off against China, many manufacturers try to rely on niche industries and specialties

well-rounded training approach. But it is hard to imagine it as the only element of a due diligence effort. Learners in these situations are often easily distracted and trying to remember copious amounts of information within a condensed time frame. They rarely have the ability to center the discussion around their own experiences and questions. Instead, the speaker works from a carefully developed script and power point presentation. While there may be time for follow up questions, learners rarely are able to engage in a meaningful dialogue with the subject matter expert or their peers. Webinars, while also valuable as information sources, are even more centered on simply "telling" without the opportunity for interaction or true training.

As GlobalWatch® readers and DSU students know, the pedagogical model used in our programs seeks to actively engage students over an extended period of time, allowing them to refocus discussions, engage in exercises with real world implications. Discussions and assignments in our practical application, college credit courses allow students to explore a topic and gain not just canned information, but a way of approaching compliance regulations, best practices, or other task-critical information that allows them to adapt it to their own professional environments. In short, in our education-based training model, we teach our students to think, rather than to recite.

Is your training effort centered on telling or teaching?



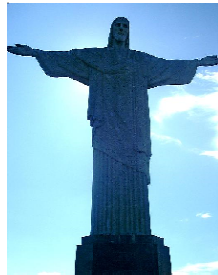
Country Profile
Federative
Republic of Brazil

Brazil, whose formal name is República Federativa do Brasil, is the largest country in South America and the only Portuguese-speaking country in the Americas. It is the fifth largest country by geographical area and the fifth most populous country in the world.

Bounded by the Atlantic Ocean on the east, Brazil has a coastline of over 7,491 kilometers (4,655 mi). It is bordered on the north by Venezuela, Guyana, Suriname and the French overseas department of French Guiana; on the northwest by Colombia; on the west by Bolivia and Peru; on the southwest by Argentina and Paraguay and on the south by Uruguay. Numerous archipelagos are part of the Brazilian territory, such as Fernando de Noronha, Rocas Atoll, Saint Peter and Paul Rocks, and Trindade and Martim Vaz.

Brazil was a colony of Portugal from the landing of Pedro Álvares Cabral in 1500 until its independence in 1822. The country has been a republic since 1889. Its current Constitution defines Brazil as a Federal Republic. The Federation is formed by the union of the Federal District, the

26 States, and the 5,564 Municipalities.



Cristo Redentor statue overlooking Rio de Janeiro

Brazil is the world's eighth largest economy by nominal GDP and the ninth largest by purchasing power parity. Economic reforms have given the country new international recognition. Brazil is a founding member of the United Nations, the G20, Mercosul and the Union of South American Nations, and is one of the

BRIC Countries. Brazil is also home to a diversity of wildlife, natural environments, and extensive natural resources in a variety of protected habitats. Brazil continues to pursue industrial and agricultural growth and development of its interior. Exploiting vast natural resources and a large labor pool, it is today South America's leading economic power and a regional leader, characterized by large and well-developed agricultural, mining, manufacturing, and service sectors, Brazil's economy outweighs that of all other South American countries and Brazil is expanding its presence in world markets. Since 2003, Brazil has steadily improved macroeconomic stability, building up foreign reserves, reducing its debt profile by shifting its debt burden toward real denominated and domestically held instruments, adhering to an inflation target, and committing to fiscal responsibility. In 2008, Brazil became a net external creditor, Brazil's external debt totaled less than its foreign reserve holdings, and two ratings agencies awarded investment grade status to its debt. After record growth in 2007 and 2008, the onset of the global financial crisis hit Brazil in September 2008. Brazil's currency and its stock market - Bovespa

Brazil
at a Glance

- GDP – \$1.482 trillion (2009 est.)
- GDP - real growth rate: 0.1% (2009 est.)
- GDP - per capita (PPP): \$10,200 (2009 est.)
- Inflation Rate: 4.2% (2009 est.)
- Labor Force: 95.21 million (2009 est.)
- Unemployment: 7.4% (2009 est.)
- Population: 198,739,269
- Exports: \$158.9 billion (2009 est.)
- Exports - Commodities: transport equipment, iron ore, soybeans, footwear, coffee, autos
- Exports - Markets: US 13.7%, Argentina 8.7%, China 8.1%, Netherlands 5.2%, Germany 4.4% (2008)
- Imports: \$136 billion (2009 est.)
- Import - Commodities: machinery, electrical and transport equipment, chemical products, oil, automotive parts, electronics
- Import - Markets: France US 14.9%, China 11.6%, Argentina 7.9%, Germany 7% (2008)
- Foreign Exchange Rate: reals (BRL) per US dollar - 2.0322 (2009)
- Internet Users: 64.948 million (2008)
- Internet Hosts: 15.929 million (2009)

Source: CIA World Fact Book

- saw huge swings as foreign investors pulled out of Brazil. Brazil experienced two quarters of recession, as global demand for Brazil's commodity-based exports dwindled and external credit dried up. However, Brazil was one of the first emerging markets to begin a recovery. Consumer and investor confidence revived and GDP growth returned to positive in the second quarter, 2009. The Central Bank expects growth of 5% for 2010.



WTO - Continued from page 1

lia, for example, agreed to allow foreign ownership of domestic airlines. China issued a decree making it easier for foreigners to invest and allowing some foreign law firms to set up shop. Indonesia abolished the monopoly of its state electricity company.

However, there is plenty in the report to dispel complacency. Twenty-seven million people lost their jobs in 2009, it says, bringing the total of unemployed to 200 million, a record. "Experience shows that prolonged periods of job losses and unemployment are one of the main catalysts for more restrictive policy making," the report says. Inflows of foreign direct investment fell to around \$1 trillion from \$1.7 trillion in 2008. Also, the number of non-tariff trade barriers notified to the WTO grew to 1,489 in 2009 from 1,272 in 2008. China stood out, imposing 80 new safety restrictions, mostly on food, between September 2009 and February 2010, compared with five in 2009.

Some parts of the world have suffered sharper trade declines than others. The dollar value of African exports slid 32% in 2009, compared with a 23% decline in the rest of the world. That reflects "Africa's heavy dependence on exports of fuels and mining products whose prices plunged during the crisis," according to the report. The situation is unlikely to improve. According to the report, banks are charging 20% to 32% interest to endorse a letter of credit for an African company seeking to import from the U.S. and Europe.

Most other analysts paint a nuanced picture of the situation similar to the WTO's, but most say the pressure for greater protectionism isn't weakening. "The rising rate of protectionism has not abated since the beginning of the financial crisis," says Simon Evenett, director of Global Trade Alert, a monitoring service funded by different governments.

Courtesy WSJ
<http://online.wsj.com/article>

Ghana Trade - Continued from page 3

spite of the ECOWAS Trade Liberalisation Scheme (ETLS).

"The problem is that even aside the ETLS you need permits to clear goods and these are bottlenecks that need to be removed," the Executive Secretary of the chamber, Mr. Sal Doe Amegavie, said.

He noted that the revival of the joint commission would be a booster, and that the two countries could work closely with the chambers to form partnerships and joint ventures to encourage cross border investments in the two countries.

Currently, there are more Nigerian firms in Ghana than the reverse and the Ghanaian Chamber of Commerce believes that it was only through such co-operation and working in harmony with similar bodies from the two countries that investments could be equally distributed among the two countries.

Source-The Daily Graphic

BIS ANNOUNCES COMPLIANCE GUIDELINES:

Learn How To Develop An Effective Export Management And Compliance Program And Manual

BIS' new Guidelines were developed to assist companies in establishing, or enhancing, an Export Management and Compliance Program (EMCP). This document promotes good export compliance practices. It recommends principal components of a comprehensive and effective EMCP and provides information, tools, and templates to help companies develop an EMCP.

Using these Guidelines, a

company will be able to accomplish two things:

- (1) Develop an operational program that will manage a company's export decisions and export transactions in compliance with the Export Administration Regulations (EAR); and
- (2) Develop a written EMCP guidelines document to ensure consistent instruction and operational application of a company's export policies, procedures, decisions, and transactions.

BENEFITS OF AN EMCP

Having an EMCP is a sound business investment. An EMCP takes individual decisions and pieces of information and builds them into an organized, integrated program to manage export-related decisions and transactions in order to ensure compliance with the EAR and license conditions.

Read more at http://www.bis.doc.gov/complianceand enforcement/emcp_guidelines.pdf



Dr. Robert “Bob” Perkins Named Dunlap-Stone University’s Outstanding Faculty Member of the Year

Dunlap-Stone University (DSU) is proud to announce that Dr. Robert “Bob” Perkins has been recognized as the university’s 2009 Outstanding Faculty Member of the Year. With over 35 years experience in the logistics industry as a Licensed Customs Broker, serving on numerous professional trade associations and boards, Dr. Perkins is down-to-earth as he shares his knowledge and expertise with his students. Inherently dedicated to education, Dr. Perkins’ commitment to his students is highly praised and applauded by DSU.

Dr. Perkins supports learning with a hands-on, though casual, “call me Bob” approach, though most students refer to him as “Dr. Bob.” His candid guidance and consistent, supportive commentary in the online classroom keeps students on track and open to discussion, perfect in an online, adult-learning setting. Students say he always politely challenges them to take the topic to the “next higher level” “or to “give a more detailed explanation”, while encouraging them along the way. Student end of course surveys add more superlatives: “Dr. Bob is knowledgeable and a tremendous asset to DSU.” “... the best instructor I’ve had at DSU.” “Superb!” “He really leads you to understand [the material] yourself without leaving you feeling left behind.” “Dr. Bob Perkins is outstanding! I would highly recommend him as an instructor.... Dr. Bob offered a lot of guidance and

input which made the course work very interesting and a lot of fun!”



Dr. Bob Perkins

In recognition of his faculty award, which was based on student feedback and DSU academic evaluations, the DSU staff thought it would be interesting to interview Dr. Perkins so our students and GlobalWatch® readers can appreciate what he brings to the classroom, to highlight his career within the logistics industry, and explore his approach to educating busy trade professionals.

GW. You began a successful Custom Broker’s career in the early 1970’s with A.N. Deringer, Inc. In 1999, you accepted a new position with Miles Group, which shortly after your hire date was sold to UPS. Could you summarize your extensive background and achievements with these global companies?

BP. The opportunity to work with two highly-recognized, family-owned companies was a privilege for me. In the early 1970s, I was given the gift of opportunity by the Holzscheiter family (descendants of Mr. Alfred Deringer who founded the company) that helped to launch my career. Without the supportive attitude of Ken Holzscheiter, the President of Deringer at the time, I would never have experienced my success in the logistics industry. When I moved to the Miles Group on the southern border, I was at a point in my life where I wanted to experience a different culture and new challenge; Mike Miles, CEO of the

company gave me that opportunity. While the Miles family decided to sell to UPS, the experience was exhilarating offering new insight into the world of logistics and positioned me to pursue my dream of a terminal degree. The collective experiences helped me to grow in the industry, offered me access to participate in various industry associations and trade groups which was enlightening.

GW. Which professional organizations have you been a part of?

BP. I have served on various organizations to include the National Customs Brokers Association, the American Association of Importers and Exporters, The Northern Border Brokers Association, and the Can/Am Border Trade Alliance. I served on the board of these organizations: President of the Northern Border Brokers and on the Executive Committee of two.

GW. What international trade topics interest you most?

BP. The facilitation of trade, data management and supply trade resiliency. Those topics will continue to be the leading challenges for future trade initiatives in a global economy.

GW. You have taught for The International Import Export Institute since 2007. Many students have positive comments regarding your instruction and knowledge, revealing your commitment to education. Why do you enjoy teaching?

BP. There are two elements of enjoyment, first to share my knowledge which I consider to be a privilege as well as considering

Dr. Bob - Continued on page 12

LTL Carriers - Continued from page 1

Con-way Freight, UPS Freight, ABF Freight System, Old Dominion Freight Lines and Estes Express Lines.

The recession squeezed the next revenue class, cutting the number of carriers with \$500 million to \$999 million in LTL revenue from six to four last year. They were R+L Carriers, Saia Motor Freight Line, Southeastern Freight Lines and Vitran Express.

Two carriers with more than \$500 million in LTL revenue last year moved down to join six others in the \$200 million to \$399 million ranking, Averitt Express and AAA Cooper Transportation.

Other carriers in that revenue range were Central Transportation International, Roadrunner Transportation, New England Motor Freight, Pitt-Ohio Express, Dayton Freight Lines and A. Duie Pyle.

The number of carriers with less than \$200 million in LTL revenue in the top 25 grew from three to five. They were New Century Transportation, Central Freight Lines, Daylight Transport, Wilson Trucking and Oak Harbor Freight Lines.

No carriers were dropped from the list in 2009.

The complete report on the top 25 LTL carriers will be published in the March 15 issue of The Journal of Commerce, and will be available to subscribers online.

Contact William B. Cassidy at wcassidy@joc.com.

Source: www.joc.com/trucking/big-ltl-carriers-getting-smaller

Asia Progress - Continued from page 1

to have worked, with the region now showing signs of a V-shaped recovery. Developing Asia's GDP growth slowed from 6.1% last year to an estimated 3.9% in 2009, and is forecast to return to 6.4% in 2010. India's GDP growth forecast has been revised upward in 2009 to 6%, with our forecast for 2010 at 7%. The rest of South Asia also seems to be turning the corner. This is encouraging news.

South Asia has enormous potential for using economic integration to reduce poverty and move the region to unprecedented prosperity. Unfortunately we have made only limited progress toward greater cooperation and integration in this region. With one-fifth of the world's population, rich natural resources and a vast market, we in South Asia have the potential to become one of the world's most thriving regional economies. Our population of 1.5 billion is about three times larger than ASEAN. There are 18 concluded free trade agreements (FTAs)¹ which aim to link the region's economies together and with global markets. The enhanced South Asia Free Trade Area, or SAFTA, is now also more inclusive with provisions such as sequenced tariff liberalization, flexible rules of origin, and greater technical assistance.



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

But South Asia still faces many challenges before it can reach its potential as a fully integrated economic powerhouse. For example, intra-regional trade in South Asia is only 5.5% of total trade. This compares poorly with intra-regional trade of over 50% in East Asia. Certainly, we can collectively do much better. Low intra-regional trade shares in South Asian can be attributed to several factors. These include: (i) poor physical connectivity in land, sea and air; (ii) complex and cumbersome, both at and behind-the-border procedures which stifle business; (iii) the absence of regional production networks in key industries; and (iv) limited public-private sector partnerships. Furthermore, many of the region's FTAs are shallow in terms of their coverage, with large exclusion lists and relatively high protection.

Source: <http://www.adb.org/Documents/Speeches/2009/ms2009095.asp>

Vietnam - Continued from page 7

rather than competing solely on price or low labor costs.

Many factory owners say that labor costs make up about 20 to 30 percent of the cost of manufacturing, so cutting workers, overtime or wages does not help much in response to lower demand. In addition, the shipping and transportation networks are much more robust in China, which can put Vietnam at a disadvantage.

"The government is learning through experience," said V. Bruce J. Tolentino, chief economist at the Asia Foundation, a nonprofit group based in San Francisco. "They are pragmatic, and that pragmatism is serving them well."

SOURCE: Global Trade News.
www.international-business.com

Dr. Bob - Continued from page 10

the involvement with the students as a fun thing to do as my hobby.

GW. What do you think of DSU/IIEI's online classroom format?

BP. The format is conducive to learning and the interactive environment allows students the flexibility to go to 'school' when they find the time to be convenient for their schedule.

GW. Many of our students at DSU/IIEI are working professionals, either seeking to earn a certification or beginning a career in trade. What advice can you offer our students at DSU/IIEI?

BP. The students reflect their maturity in their interactions with me and their commitment to the course content and deliverables. I rarely find a student at the Institute who doesn't belong there. The contrary is true; the level of commitment is one of focus and achievement.

GW. What do you look for in your students?

BP. The level of commitment to the learning process; especially the interaction in the classroom, which is so important to the learning experience. The more students interact, the more I believe they benefit and gain insight into the course material. Kind of a 'you get which you put into' the process.

GW. How would you describe your approach to facilitation in the classroom and with your students?

BP. I am very active in the discussion forums and think that the students not only appreciate the involvement but the attention increases the student interaction. I try to be in class every day of the course, I think that interaction is important and critical to the success of facilitation.

GW. What do you have planned next?

BP. I am working on a course for the development of an Importer Self Assessment offering. In addition, I look forward to the staple of courses I am involved with today to support the outstanding Institute's overall program.

Sirchie - Continued from page 4

million in criminal fines, including expending \$1.5 million over 3 years on the implementation of an export compliance program required by the terms of the Deferred Prosecution Agreement.

In December 2005, Sirchie Fingerprint Laboratories, Inc. (SFPL) and its then President and Chief Executive Officer, settled with BIS concerning allegations that they had engaged in a scheme designed to evade the licensing requirements of the EAR by which SFPL products controlled for crime control reasons were diverted for ultimate end use in the People's Republic of China and Hong Kong. SFPL agreed to pay a \$400,000 administrative civil penalty and accept a 5-year suspended denial of its export privileges, and its then President and Chief Executive Officer (hereinafter "the denied person") agreed to a 5-year denial of his export privileges in settlement of the allegations (hereinafter "the denial order"). In addition, the denied person pled guilty in U.S. District Court for the Eastern District of North Carolina to one count of criminally violating the International Emergency Economic Powers Act.

Source: www.bis.doc.gov/news/2010/bis_press02122010.htm

Class Start Dates

March 2010

TDR-129 Importing Duties and Regulations
TRD-307 Understanding the EAR
TRD-308 Mastering ITAR Exemptions
TRD-325 UK Export Controls
BUS-405 Global Business Plan
TRD-320 Ethics in Trade Compliance
TRD-315 Deemed Exports
TRD-311 Doc for Export Compliance
TRD-324 Canada Export Controls
TRD-306 Understanding the ITAR
TRD-365 Ethics in Import Compliance

April 2010

TRD-140 Importing Duties and Regulations
MGT-345 Organizational Behavior
TRD-311 Doc for Export Compliance
BUS-403 Global Marketing
TRD-307 Understanding the EAR
FAE-450 International Economics
TRD-320 Ethics in Trade Compliance
SCM-412 Global Supply Chain Strategies
STM-160 Statistics in Business
FAE-230 Business Accounting
BUS-440 Legal Environment of Business
HAS-240 Shakespeare I
STM-175 Introduction to Earth Science
TRD-306 Understanding the ITAR
HAS-151 Intro to American Government
TRD-330 Export Compliance Audits
TRD-320 Ethics in Trade Compliance
TRD-307 Understanding the EAR
TRD-311 Doc for Export Compliance

May 2010

TRD-306 Understanding the ITAR
TRD-143 Introduction to CTPAT
TRD-141 Incoterms
FAE-302 Global Finance Methods
TRD-201 Exporting/Importing Environment
SCM-202 21st Century Logistics
SCM-376 Purchasing in the Global Marketplace
STM-385 Information Systems
SCM-125 Port Authority
BUS-113 Topics in Contemporary Business
BUS-102 Introduction to Business
TRD-320 Ethics in Trade Compliance
TRD-366 Topics in Import Management
BUS-111 Customer Service Basics
BUS-303 International Business Ethics
TRD-307 Understanding the EAR
MGT-402 Global Strategic Management
FAE-300 Business Finance
TRD-299 ITAR Agreements
TRD-311 Doc for Export Compliance
STM-108 Introduction to Mathematics I

All course offerings are subject to change and cancellation based on student enrollment and other considerations. Call your enrollment counselor regarding course offerings.



Dunlap-Stone University

Honor - Distinction - Excellence

Developing Nations' Students Favor Dunlap-Stone University

Importing Related Classes See Huge Increase

"The number of students enrolling in classes related to importing has increase markedly," said Caulyne Barron, DSU Vice President of Online Programs at a recent meeting with all of the school's advisors and counselors in attendance. The reason cited was the new import related certifications and the addition of more import-related courses that industry representatives asked the school to offer. Individuals wanting more information should speak with an advisor or counselor.

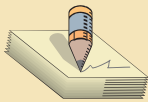
ITAR: End-of-Course Comment

"I had never taken an online course before and was pleasantly surprised. I was able to get a lot out of the "classroom discussion", more than I expected. The time required was substantial. This is a real sure enough college course. But once I settled in, everything went well. Talking with my counselor before the class started helped me feel comfortable. All in all, a good experience. Only problem was there were no football games!"

No name given

The globally acclaimed Bachelor of Science in International Trade Management at Dunlap-Stone University (DSU) is experiencing unprecedented growth in foreign student inquiries. "Our program has been popular for some time," said Ms. Caulyne Barron, the school's Vice President of Online Programs, "but our enrollment advisors note the rising interest from not just one country or region, but everywhere." DSU is known for the quality of its practical, international trade-related education programs worldwide.

Source: www.mmdnewswire.com/developing-nations-7181.html



Dunlap-Stone University Student Honor Roll

Honor - Distinction - Excellence

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

Laurie Argyle - UT
Alicia Banks - VA
Jennifer Brown - VA
George Clark - KS
William Collins - FL
David Dean - IA
Jennifer Eisan - NH
Lisa Fritsch - AZ
Delina Gaspard - FL
Anthony Gibaldi - NY
Tamara Hemingway - MI
Joan Hornschemeier - OH
Quinn Howard - UT
Manabu Ishii - FL
Collins Jackson - VA
Cindy Johnson - TX
Nathan Johnston - CA
Arthur Kear - PA

Terri Ketron - TN
Patricia Kirby - NC
Sonia Lanchang - NJ
Katie Lynch - CT
Leslye Lyon - CA
Jeffrey Marden - CO
Earl McKinney - FL
Eddie Mendoza - AL
Blake Moloney - AZ
William Moss - MO
Tash Nomiya - CA
Tanya Pelham - FL
Kimberly Pritula - NH
David Richards - DC
Robyne Roberts - FL
Gisela Rodriguez - MD
Gloria Romero - AZ
Heidi Sankey - WI

Paula Smith - NJ
Rita Spencer-Rout - CA
Sydney Spraw - OH
Marsha Stemberger - CA
Amy Styers - VA
Robert Valdivia - CA
Kelly Vento - CA
Alicia Worthington - PA
Cedrick Young - TX

***Congratulations
to Everyone!***

Well done!

Japan Unveils a Plan for Growth Emphasizing Free Trade in Asia

Written by Thao

TOKYO— Still struggling after its worst recession in generations, Japan announced a long-term growth strategy that aimed to tap into the dynamism of its Asian neighbors, create millions of jobs in new industries and drive economic expansion of at least 2 percent a year over the next decade.

Prime Minister Yukio Hatoyama has been under pressure since he took office in September to come up with a practical plan to reinvigorate Japan's economy.

Mr. Hatoyama's short-term remedy for Japan's economic troubles has been to funnel money to struggling households, including offering new cash subsidies for families with small children and free high school education.

The government's new blueprint for economic growth in the long run is more global in outlook. The government says that it will push to create a free trade zone in Asia by 2020 to leverage the region's economic growth, and that it will make Haneda Airport in Tokyo a 24-hour hub for international flights.

Japan also needs to become less reliant on the United States and bolster economic ties in Asia, Mr. Hatoyama said.

"Until now, our connection with the United States has been very strong. Naturally, this will continue to be the case in terms of our national security. But for economic

growth, it is necessary to look closely at Asia as a new frontier," Mr. Hatoyama said.

The plan envisions creating a \$540 billion market for environmentally friendly technology and renewable energy that would employ 1.4 million people. It seeks to create 2.8 million jobs in the health and care-giving sectors to serve Japan's aging population

The new strategy calls for efforts to more than triple the number of foreign visitors to Japan, to 25 million by 2020, and create new jobs in a bid to support the country's ailing tourism industry.

The plan aims to expand Japan's economy at an average rate of 2 percent over the next 10 years, with a goal of increasing gross domestic product to 650 trillion yen, or \$7 trillion, from the 473 trillion yen projected for the current fiscal year.

The government will bring the unemployment rate to the 3 percent range in the "medium term" from 5.2 percent in November, Mr. Hatoyama said

Analysts say those goals are unrealistic, however, given Japan's shrinking population and low rate of immigration. The government has also offered scant details on how its economic plan would be financed.

SOURCE: *Global Trade News.*
www.international-business.com



Prime Minister
Yukio Hatoyama

Developing Nations Take Lead in Economic Recovery

Phoenix, AZ – February 18, 2010
"There is an economic bright spot for developing nations in this recession," said Dr. Donald Burton, [Dunlap-Stone University's](http://www.dunlap-stone.edu) founder and president. He added "Key indicators show how these countries are taking advantage of it." Experts suggest that countries not directly involved in the financial crisis are now able to compete in international markets if they have the right tools and knowledge, gaining market share as industrialized nations' industries falter amid credit-tightening and other financial worries. As a result, developing nations are leading the way to an economic recovery. The critical tools needed for economic development in this arena are the skills associated with international trade, says Burton. Dunlap-Stone University's (DSU) business school, the International Import-Export Institute (IIEI), is at the forefront helping countries, companies and individuals take advantage of emerging opportunities presented in the global marketplace. It is renowned for providing the practical skills and knowledge in an accessible, proven delivery system.

To read complete article go to:
<http://www.mmdnewswire.com/developing-nations-7183.html>

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Disclaimer: IIEI Certification credential testing is separate from Dunlap-Stone University and the International Import-Export Institute. Distance Education and Training Council (DETC) accreditation does not cover such certification. All courses offered by DSU/IEI that help prepare individuals for IIEI Certification testing are accredited by DETC.

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Dunlap-Stone University Ranks Among Lowest in Nation for Tuition

Phoenix, AZ – February 19, 2010 – World-renowned for practical, international trade-focused degree programs, [Dunlap-Stone University's](#) (DSU) [International Import-Export Institute](#) is a distance learning bargain reveals a recent national survey of colleges and universities. DSU falls in the 25th quartile for tuition, meaning its accredited distance learning degree programs may be even more affordable than most state college rates. “We work diligently to keep prices down and to make tuition affordable to our students regardless of where they live in the world,” said Dr. Donald Burton, President of DSU. “While some students use employer-assistance to fund their education,” Dr. Burton added, “many of our students are changing careers and pay for their education with savings or with family member support. It is critical at DSU to offer high-quality, career-oriented education and make it available and affordable to dedicated students in all countries. Education shouldn’t be accessible only to those that can afford the skyrocketing tuition normally associated with quality and convenient programs.”

Although DSU is a nationally accredited, for-profit university, Dr. Burton notes that the highest priority to the college is the quality of the education DSU delivers to its students. “We serve a very different role than other universities,” Dr. Burton notes. “Our courses and programs are all about helping our students gain the knowledge they need to advance in their careers—regardless of where they live in the world. They come to us to learn the tools and skills necessary to facilitate global trade. Governments worldwide have long recognized our value because our graduates help increase exports and make global trade smoother and less dangerous. DSU graduates do very well in the job market. Consequently, we see more students every year.”

While Burton points to lower tuition costs and the quality of education programs as major criteria for students choosing DSU, he also noted other factors are important. The IIEI Certification program, sponsored by Dunlap-Stone, is a valuable consideration for students nar-

rowing their education choices. Recognized by governments worldwide as the sole, global standards authority for international trade, [IIEI Certifications](#) carry increasing value in the marketplace and can be an important distinction in a competitive job market. “Administering the certification program is a responsibility that the university takes very seriously. Commitment to tangible, demonstrable outcomes based on best practices is reflected in everything we do,” Burton explained. Certifications are often an important intermediate goal for those earning DSU degrees.

Still, the cost of college tuition is the biggest barrier for those seeking to advance their careers with higher education. According to a February 2010 report in the Chronicle of Higher Education, the cost of tuition at most state four-year universities is higher than Dunlap-Stone University’s costs, which in turn, are about half, in some instances, of the staggering costs that other major online universities charge. Convenient, career-changing education is available at lower prices for those seeking practical, international trade and business programs.



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