



Global Watch[®]

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

MARCH/APRIL 2012, VOLUME 12, ISSUE 2

Dunlap-Stone University Moves to New Global Corporate Campus

Phoenix Arizona - Dunlap-Stone University opened its doors at its new larger facilities March 1st. The physical move amazingly occurred in just one day, but some departments were still unpacking boxes more than a week later. Other than more space to grow, the new offices have a fiber-optic backbone that means our online classroom has many times more bandwidth available. This may be noticed by students occasionally when they are maneuvering in the classroom, but as we add more students, it means that there will not be any slow down at peak times of use. Most importantly, the new facilities mean we have room to grow and add services. Over the coming months we expect you will hear a few new names as we expand our staff to meet your needs. We thank our students for their patience and support during the move.

Early indicators are that the International Import-Export Institute at Dunlap-Stone University will see a significant increase in students enrolling in its various international trade related degree programs that begins May 17th. "We are seeing more inquiries both from across the U.S. and globally," said Dr. Donald Burton, Dunlap-Stone's president. Dr. Burton says he attributes that to the fact the global economy is getting healthier and that more people are becoming aware of the school's unique programs that provide the practical skills people need to succeed in moving goods and services throughout the global supply chain safely.

Whatever the reason for the increase of traffic to our various web sites, school officials say they are ready at the new fa-

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Panama Canal Expansion to Ease International Trade

By David Francis, Correspondent

PANAMA CITY, PANAMA - As work on the \$5.25 billion Panama Canal extension project continues and the completion of the project nears, there are growing concerns about the negative environmental impact of the expansion and whether the project will deliver the economic benefits promised before construction began.

The aim of the project - expected to be completed by 2014, in time to mark the structure's 100-year anniversary - is to double the capacity of the canal by adding two new three-chamber locks on both the Pacific and Atlantic ends. This

complex upgrade will allow the world's largest cargo ships to pass through the canal, dramatically increasing the canal's traffic and allowing these ships access to East Coast ports.

But there are a number of potential environmental problems, the primary concern is that the expansion could contaminate Panama's main source of drinking water, Lake Gatun, with salt water. There are also concerns that the public was not made aware of all the potential long-term impacts of the expansion project, and that its economic benefit has been overstated,

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Openings for Compliance Specialists

If you are an expert in the EAR, ITAR or other trade compliance regulations, you may enjoy becoming a curriculum reviewer, assisting the university in developing and maintaining various compliance course materials.

The school's Course Development department is constantly developing new courses and updating existing course content. Our Curriculum Reviewers update courses when the regulations change, develop new

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

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

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

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Notes from the President

Trade Education in 2012

by *Dr. Donald N. Burton*



Every month it seems we are hearing from an increasing number of potential students from points around the world as international trade begins to gain traction again. I am pleased things are beginning to look a bit brighter. Our new students are excited. They come seeking to be part of this new vigor. They want to learn how to efficiently and effectively manage the movement of goods and services safely between nations, critical skills needed for the recovery. Though their specific needs may vary from student to student the one thing they have in common is their thirst for practical knowledge. They don't want to just know international trade principles, they want to know how to roll up their sleeves and act within international trade circles. My thoughts, though prejudiced, is they have come to the right place. I am pleased to see our reputation for providing practical skills education combined with a solid theoretical support has spread around the world.

The number of aerospace and defense companies, not just in the

U.S. but worldwide, who have employees enroll in our trade compliance courses continues to climb. What constantly surprises me is the number of global companies I have never heard of before that have come to us. Thank you!

A significant percentage of this growth is attributed to the increased demand for courses that help people prepare for the trade industry's various certification exams, including the Certified U.S. Export Compliance Officer® certification, which is recognized by a growing number of companies as the industry standard (See article page 7).

Lately the number of students enrolling in our general education courses has seen an increase too. I am guessing that is because our students read the articles in the last couple of GlobalWatch® newsletters about the value of these courses to compliance degree seekers. Whatever the reason for the increase in degree candidates, we pledge to maintain our commitment to you! As always, thank you for your continued strong support. Be well.



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

(800) 474-8013

US - Korea Free Trade Agreement Implemented

On Thursday, March 15, 2012, the US-Korea Free Trade Agreement was implemented in both the U.S. and Korea. While the agreement has generally gone by the acronym KORUS, documentation from Customs and Border Protection (CBP) refers to it as the UKFTA. The final text of the agreement can be found at US - Korea FTA Final Text. Implementation was triggered by Presidential Proclamation 87873 issued on March 6, 2012. Interim regulations were published in the Federal Register on March 19, 2012. See KORUS Interim Regulations.

In a March 12, 2012 memorandum, CBP's Headquarters provided the needed guidance to its staff and the trade community about claims filing under this free trade agreement at CBP Guidance re KORUS. The updated system programming is not expected to be completed until March 21, but claims can nonetheless already be filed.

As with all the other free trade agreements to which the U.S. is a party, certain rules of origin must be met and proper supporting documentation must be in hand making clear how the good qualifies for the FTA benefits being claimed. The KORUS provisions are in General Note 33 of the Harmonized Tariff. A good must be shipped directly from one country to the other. Any stops in a location other than the U.S. or Korea for anything other than unloading, re-loading, or other processes needed to preserve the condition of the good will disqualify the shipment from KORUS benefits. If you use non-U.S. or non-Korean components or raw materials in making your goods, there is a de minimis provision of ten

(10%) percent of the value, and for textiles the rule is ten (10%) percent by weight. For textiles and apparel, in general, qualifying goods must be yarn forward, meaning the yarn was made in either the U.S. or Korea. For the yarn itself to qualify, the fiber must be made in the U.S. or Korea. There are, of course, exceptions and special rules, some for commodities and others for specific circumstances. As with all the other FTAs to which the U.S. is a signatory, KORUS-eligible goods are exempt from the merchandise processing fee.

Each shipment must also be accompanied by a certificate of origin. While there is no specific form to use, traders are reminded that the contents of the certificate of origin should contain the following: the name and address of the importer, exporter, and producer; a description of the good; its tariff classification; the preference criteria relied on (based on your rule of origin analysis); if not a blanket certificate, the commercial invoice number; if a blanket certificate, identification of the effective period, not to exceed 12 months; and it must be signed.

The certificate of origin must also include the following language: "I certify that: The information on this document is true and accurate and I assume the responsibility for proving such representations. I understand that I am liable for any false statements or material omissions made on or in connection with this document; I agree to maintain and present upon request documentation necessary to support these representations; The goods comply with all requirements for preferential tariff treatment specified for those goods in the United

States-Korea Free Trade Agreement. This document consists of ___ pages, including all attachments."

The signature line follows and must include the signature, title, and company name, along with the person's telephone, fax, and email address. Make sure the title of the person signing denotes job responsibilities sufficient for him/her to have the necessary knowledge to be able to provide a proper certification. A title such as "shipping clerk" would not be valid for these purposes. The signatory should be an officer, director, or manager, and some inquiry beyond title may be in order to verify his/her personal knowledge of these matters. Does the Sales Manager really know about raw materials sourcing? Who may be better qualified and more appropriate to sign on behalf of the company?

A tool is available to further assist American traders and was set up by the U.S. Trade Representative's office. The Free Trade Agreements Tariff Tool is available at USTR FTA Tariff Tool. International traders are reminded the customs authorities in both countries have the right to verify any claims made. Given the frequency with which investigations of claims involving other FTAs are being pursued, and penalties for unsupported claims are being imposed, it is reasonable to expect the same level of scrutiny will be applied to KORUS claims. Those planning to make KORUS claims are encouraged to include any additional documentation relative to the particular goods you are shipping to accurately and comprehensively support such claims.

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**Have you visited the
DSU Online Store**

Go to:

<http://www.dunlap-stone.edu/store/>

It's new and growing



BIS Update

Bureau of Industry and Security

Australian Man Indicted

WASHINGTON – An Australian man and his company have been indicted by a federal grand jury in the District of Columbia for conspiring to export sensitive military and other technology from the United States to Iran, including components with applications in missiles, drones, torpedoes, and helicopters.

The five-count indictment charges David Levick, 50, an Australian national, and his company, ICM Components Inc., located in Thorleigh, Australia, each with one count of conspiracy to defraud the United States and to violate the International Emergency Economic Powers Act (IEEPA) and the Arms Export Control Act; as well as four counts of illegally exporting goods to an embargoed nation in violation of IEEPA; and forfeiture of at least \$199,227.41.

Levick, who is the general manager of ICM Components, remains at large and is believed to be in Australia. If convicted, Levick

Australia - Continued on page 10

**The Next
Understanding the EAR
class (TRD-307)
starts starts
May 17th**
Class size is limited
Enroll Today!

NEW! Commodity Classifications

As a service to exporters, the Bureau of Industry and Security (BIS) has established a webpage where sources of publicly available information on **Commodity Classifications** can be found. BIS invite companies to participate in this opportunity by providing information on where Commodity Classification information related to your products may be obtained.

BIS is taking this action to enhance procedural transparency in the licensing process and to help exporters comply with U.S. export and re-export control laws. Please be advised that any company information posted to the webpage is for informational purposes only and does not signify any additional obligations under the EAR. BIS will not validate or be responsible for the accuracy of the classification information, and inclusion on the webpage does not denote BIS endorsement of any company, its employees, or its products or services.

CLASSIFICATION INFORMATION TABLE

If your company currently has, or plans to have, Commodity Classification information available on your company's website, or an export control point of contact, and you would like this information to be accessible

via the BIS website, please contact CommodityClassifications@bis.doc.gov.

In your email, provide any of the following information you would like to be posted on the BIS website:

- 1) Company name
- 2) General description of the products/services
- 3) Commodity classification information website address
- 4) Export control point of contact (may be a general telephone number or email address)

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)

Source: <http://www.bis.doc.gov/licensing/stela4u.htm>



Annual Update Conference on Export Controls and Policy

BIS

July 17-19, 2012 in Washington, DC

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

DDTC

Directorate of Defense Trade Controls

Update**Registration Required for Defense Items**

All manufacturers, exporters, and brokers of defense articles, related technical data and defense services as defined on the United States Munitions List (Part 121 of the ITAR) (PDF, 7MB) are required to register with the Directorate of Defense Trade Controls (DDTC). Registration is primarily a means to provide the U.S. Government with necessary information on who is involved in certain manufacturing, exporting and brokering activities. Registration does not confer any export rights or privileges, but is a precondition for

the issuance of any license or other approval for export.

Registration Code

Once an entity has properly registered with DDTC, a unique registration code will be assigned to the registrant. The DDTC registration code consist of a letter prefix, M (assigned to a manufacturer and/or exporter) or K (assigned to a broker), followed by four or five digits (e.g. K-1234 or M 12345). The code is proprietary to the registrant and should be handled as

such. Company registration codes should not be posted online or given out freely to the public.

Validity Period

The period of validity for new and renewal registrations is twelve months from the date of issuance. The expiration date is included in the registration letter issued by DDTC.

Review Times

The average review time for a registration request is 30 calendar days.

General Questions

For general questions on registration, including preparation of registration forms and status, please contact the Response Team at (202) 663-1282 or by e-mail at DDTCResponseTeam@state.gov.

Ssource: <http://www.pmdrtc.state.gov/registration/index.html>



Making America's Trade Agreements Work for You!

The Trade Compliance Center, the TCC, in the U.S. Department of Commerce's International Trade Administration, is the U.S. Government's focal point for monitoring foreign compliance with trade agreements to see that U.S. firms and workers get the maximum benefits from these agreements.

The TCC is your one-stop shop for getting U.S. government assistance in resolving the trade barriers or unfair situations you encounter in foreign markets.

For more information about the Trade Compliance Center, see our list of Frequently Asked Questions (FAQs) or Contact the TCC.

Visit Web Site

<http://www.trade.gov/>

Frequently Asked Questions

http://tcc.export.gov/Additional_Info/FAQ/index.asp

View Trade Agreements

http://tcc.export.gov/Trade_Agreements/index.asp

**Become a CIP**

The highest industry standard of proficiency offered by IIEI Certification for those charged with administration of the International Traffic in Arms Regulations.

To discover how you can train to become an elite, in-demand ITAR professional, call a training Advisor TODAY.

(800) 474-8013

Experienced ITAR Professionals are in demand throughout industry

In Compliance....

“CUSECO, the Industry Standard”

Staff

According to the International Trade Certification Authority Inc.* (ITCA), a recent informal survey of trade compliance job postings across the web showed a marked increase over the previous year of export compliance positions either requiring or preferring job candidates to possess the Certified U.S. Export Compliance Officer® (CUSECO) industry designation. With nearly 800 industry professionals having earned the esteemed distinction, it is arguably now the industry standard. ITCA says most of the largest aerospace and defense contractors have CUSECO holders in their midst, including advising President Obama through his Export Council. The International Import-Export Institute at DSU is pleased to be a premier provider of education and training to help individuals prepare for their CUSECO industry examination.

Third-Party Validation of Knowledge

Third-party validation of knowledge is what companies seek when they require an employee to hold a certification in any industry. Trade compliance is no different. The CUSECO examination measures an employee's regulatory knowledge in detail, assuring management of their employees understanding of the rules. The International Import-Export Institute at Dunlap-Stone University is a global leader in educating workers on the material tested on the CUSECO exam. It's regimen covers all relevant trade compliance regulations, including the U.S. State Department's Interna-

tional traffic in Arms Regulations (ITAR) and Department of Commerce' Export Administration Regulations (EAR), both of which are central knowledge requirements CUSECO exam.

Easy Access to Enrolling in Classes

Dunlap-Stone University offers open enrollment options, permitting students to enroll in vocational training programs on a course by course basis. All courses offered are accredited, college-credit bearing courses that can be applied in many instances toward degree programs if the student is accepted into a degree program.

The college developed a specific course of study to help individuals prepare for the CUSECO exam, matching the curriculum to the knowledge requirements set by IIEI Certification. The first time test takers' pass rate of those who had successfully completed the recommended coursework with the university was over 80%. This prescribed program, Studies in US Export Compliance, consists of four six-week long courses:

- They are:
- Understanding the ITAR (TRD-306)
 - Understanding the EAR (TRD-307)
 - Documentation for Export Compliance (TRD-311)
 - Ethics in Trade Compliance (TRD-320)

In-depth Training on the Regs

The Studies in US Export Compliance program's courses provide

in-depth training. While recommended for those with some experience with the regulations, even those new to trade compliance can be successful, as the program focuses on the complete regulations and engages students through a variety of real-world exercises to assure retention and understanding. Small class sizes assure individual attention from expert instructors using a proven, standardized curriculum in a dynamic online environment. In fact, 99% of students surveyed would recommend the program to their peers.

Typically, experienced export compliance professionals work in a narrow range of tasks and may only work with EAR or ITAR, not both. However, the Export Reform Initiative intends to meld many aspects of the two regulations together. The school's CUSECO training helps prepare trade professionals with an understanding of both regulatory fields.

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

Training ROI—Cut Back, In-House or Outsource?

By Caulyne Barron, DSU Vice President of Online Programs

As you've read elsewhere in this issue of GlobalWatch®, economic downturns often find companies tightening their belts. Sadly, the first cuts often come from training endeavors.

"It takes a special executive to listen to an investment proposal that enhances the value of the firm's intangible assets (people, knowledge, customer and supplier value chains, etc.)," explains Rick Humpress, author of "Is E-Learning Worth It?" His book examines the net-profit value and benefits of e-learning projects.

The first answer too many organizations devise is just to pause all training efforts and quietly lay off training staff. Examining the strategic goals of an organization, too few include improving knowledge assets. Most companies assume that employees can pick up skills on the job without a clear needs analysis, training tailored to meaningful learning objectives and performance assessment. Why is this acceptable in the business and compliance worlds, when it wouldn't be in the medical profession? I certainly hope my doctor isn't just 'winging' something she saw a colleague do because no one bothered to train her.

Formal in-house training for complex regulatory issues is hard even for the largest corporations during the best of times. Knowledgeable personnel and subject matter experts are often too busy doing their own compliance critical tasks to meet with trainers and content deliverers to make sure that training is up-to-date and reflects the needs of the organization or industry. In-house training is also extremely expensive to develop, staff and execute in a way that is meaningful to the organization and that does not interrupt

productivity. Timing of training is also an issue. Employees who need the training need to wait until it is scheduled, which may be months away. While you and your organization wait, what opportunities are lost and what violations may occur? What mistakes due to ignorance can a company allow due to scheduling issues? Short of myopic customization, how does your organization benefit from in-house training? What are the personnel, technologies and development time really costing you? What is an employee's time in-training costing you while they are away from their desk? Does this create a backlog or bottleneck?

Outsourcing your compliance training may seem like a large expenditure until you crunch those real ROI numbers. Let's look at the fixed costs and concerns of sending a department of five export compliance professionals through the four-course training for Certified U.S. Export Compliance Officer® program. With start dates every month, your employees can enroll when their schedules permit, when they need training. Online courses also offer flexible hours of participation, so your employees are not taken away from their important regulatory tasks and activities at critical moments. This keeps your company's operations flowing. Within a proven learning program with tangible learning objectives and clear-cut assessment measures that verify and document transfer of knowledge, could you recreate this program for your compliance teams readily in house? Probably not, say experts from across industry. With development, travel and a trainer, internal training on complex regulatory issues just doesn't make sense. When compa-

nies are looking at every line-item cost, spending more than you have to for an inferior or partial training solution just doesn't make sense.

But, what if your corporate hierarchy won't even engage in the make-or-buy debate? They chose to remove or cancel the budget for "just the quarter" or "this year" and go without? Non-compliance faces serious consequences and the consequences are increasing. How do you know your employees are following the regulations if they aren't engaging in ongoing up-to-date training? "Legal and ethical training deters inappropriate individual action. Where ignorance is no excuse, knowing the law is crucial," Humpress points out. "A well-trained workforce will commit fewer ethical breaches and their attendant fines, forfeitures and bad publicity." If there is a mistake, and if there is an investigation into your compliance efforts, shouldn't your company be able to show due-diligence? Humpress knows that 'we couldn't rationalize

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case studies and scenarios, and assist in course modifications as the compliance environment changes. Reviewers are needed throughout the year as changes occur in the regulations. Assignments may require a few hours of work or several weeks to complete. Compensation varies, and certain tasks may qualify for CEU credit with IIEI Certification. If you think you might be interested in being a Curriculum Reviewer, email your contact information and qualifications to: coursedev@dunlap-stone.edu.

This is your opportunity to be part of the team that helps keep our highly acclaimed course materials up-to-date and relevant.



Belize was the site of several Mayan city states until their decline at the end of the first millennium A.D. The British and Spanish disputed the region in the 17th and 18th centuries; it formally became the colony of British Honduras in 1854. Territorial disputes between the UK and Guatemala delayed the independence of Belize until 1981. Its legal system is English common law.

Belize is located Central America, bordering the Caribbean Sea, between Guatemala and Mexico. Its terrain is flat, swampy coastal plain; low mountains in south. Its climate is tropical; very hot and humid; rainy season (May to November); dry season (February to May). Many languages are spoken by its people: Spanish 46%, Creole 32.9%, Mayan dialects 8.9%, English 3.9% (official), and other regional languages. (2000 census) Nearly half of its population is Catholic. 76.9% of the population can read and write in Spanish.

Tourism is the number one foreign exchange earner in this small economy, followed by exports of marine prod-



Belize City

ucts, citrus, cane sugar, bananas, and garments. The government's expansionary monetary and fiscal policies, initiated in September 1998, led to GDP growth averaging nearly 4% in 1999-2007. Oil discoveries in 2006 bolstered this

growth. Exploration efforts have continued and production has increased a small amount. In February 2007, the government restructured nearly all of its public external commercial debt, which helped reduce interest payments and relieved some of the country's liquidity concerns. Growth slipped to 0% in 2009, 2.7% in 2010, and 2.5% in 2011 as a result of the global slowdown, natural disasters, and a temporary drop in the price of oil. With weak economic growth and a large public debt burden, fiscal spending is likely to be tight. A key government objective remains the reduction of poverty and inequality with the help of international donors. Although Belize has the second highest per capita income in Central America, the average income figure masks a huge income disparity between rich and poor. The 2010 Poverty Assessment shows that more than 4 out of 10 people live in poverty. Current concerns include the country's heavy foreign debt burden, high unemployment, growing involvement in the Mexican and South American drug trade, high crime rates, and one of the highest prevalence rates of HIV/AIDS in Central America.



Belize at a Glance

GDP (official exchange rate):
\$1.5 billion (2011 est.)

GDP - real growth rate:
2.5% (2011 est.)

GDP - per capita (PPP):
\$8,300 (2011 est.)

GDP - composition by sector:
agriculture: 9.7%
industry: 19.8%
services: 70.5% (2011 est.)

Labor force - by occupation:
agriculture: 10.2%
industry: 18.1%
services: 71.7% (2007 est.)

Unemployment rate:
13.1% (2009)

Inflation rate (consumer prices):
3.1% (2011 est.)

Agriculture - products:
bananas, cacao, citrus, sugar; fish, cultured shrimp; lumber
Industries:

garment production, food processing, tourism, construction, oil

Exports: \$511.7 million (2011 est.)

Exports - commodities:
sugar, bananas, citrus, clothing, fish products, molasses, wood, crude oil

Exports - partners:
US 30.3%, UK 20.8%, Costa Rica 12.7%, Cote d'Ivoire 4.6%, Nigeria 4.6% (2010)

Imports: \$706.1 million (2011 est.)

Imports - commodities:
machinery and transport equipment, manufactured goods; fuels, chemicals, pharmaceuticals; food, beverages, tobacco

Imports - partners:
US 34%, Mexico 14.3%, Cuba 9.5%, Guatemala 7.6%, China 4.7%, Trinidad and Tobago 4.3% (2010)

Exchange rates:
Belizean dollars (BZD) per US dollar - 2 (2011 est.)

Internet hosts:
7,464 (2011)

Internet users:
36,000 (2009)

Source: CIA World Fact Book

In-Compliance- Continued from page 6

A Preferred Training Solution, Not Just Exam Prep

Compliance courses are revised as changes to the regulations are announced. In 2011 and 2012, compliance courses were updated repeatedly by instructors on the fly as changes were announced in the federal register and by curriculum review professionals, but sometimes even by students who noted new changes. In addition to the regs updates, the EAR and ITAR course are completely revised adding new scenarios from the news or related to new regulations every eighteen months. Because the content is constantly changing, some students even choose to retake the courses in order to update their knowledge.

Compliance Training: Its Own Value

The value to individuals and organizations moves far beyond that of certification, but centers on the

knowledge and skills gained by taking a demanding course of study through an accredited institution. Whether the goal is training, industry certification preparation or a degree, Dunlap-Stone University offers a range of services for international trade professionals. For more information, contact the school at (800) 474-8013.

* International Trade Certification Authority, Inc. was formerly a division of International Export Institute, Inc., the parent corporation of the school.

**HARMONIZED TARIFF
SCHEDULE OF THE
UNITED STATES
(HTS, HTSA or HTSUSA), 2012:
19 USC 1202 Annex.**

The HTS is available for downloading at www.usitc.gov/tata/hts. The 2012 edition of the Harmonized Tariff Schedule was effective January 1, 2012.

Spring into Compliance

Spring is the perfect time to focus on building career skill sets. That is why the International Import-Export Institute at Dunlap-Stone University offers two Spring start dates for the Studies in Export Compliance Certificate Program, a four-course practical training regimen developed by industry trade compliance subject matter experts working with the university's education development specialist team.

Our course of study also helps you prepare to sit for the Certified U.S. Export Compliance Officer® certification, the widely accepted certification standard for validating export compliance knowledge within

the aerospace and defense industries. Check out these start dates:

April 19th & May 17th
**Call for details and to Enroll:
(800) 474-8013**

Unemployed?

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

(800) 474-8013

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according to [Eric Jones](#), editor of the English-language *Panama News*.

"We didn't really have any kind of discussion and so much of the discussion we did have was so patently fraudulent," Jones said of the debate prior to the start of the project. "There are major concerns, but we're not going to know how it works out until it's done."

Salt vs. fresh water

Each time a ship passes through the canal, salt and fresh water become mixed as the boats are raised or lowered through a series of three locks. In order for the expansion to be successful, more water must be used in the lock system, and much of this water comes from Lake Gatun, Panama's primary fresh water supply.

There are growing concerns the water of Lake Gatun could become brackish, or have more salinity than fresh water, through this process says Charlie Andrews, a partner at the global intelligence and advisory firm Ergo who has been following the development of the canal expansion project.

"Fresh and salt water will be required to run through the channel, and this has a direct impact on Gatun Lake," Mr. Andrews says. "There are concerns about the ability to control the amount of seawater that flows through the lake."

Currently, the canal has the capacity to allow cargo vessels known as Panamax ships travel through. These ships have the capacity to move 5,000 twenty-foot equivalent units, similar to cargo containers carried by trains and trucks. Once the expansion is complete, post-Panamax mega-ships will be able to pass through the canal. The largest of these vessels have the ability to carry up to 13,000 cargo containers.

"When ships come up, water has to be pumped in from the sea," says Andrews. "How do you get enough water to raise these massive ships?"

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DSU Moves - Continued from page 1

cility for another banner enrollment year. Historically the Trade Compliance management emphasis of the Bachelor Degree in International Trade Management has been the most popular program. In 2012, the Global Supply Chain emphasis is expected to see a huge increase as students around the world seek to learn the practical skills needed to help their nations gain exports and entry into new markets. "Our Professionally Significant Degrees® are what separate us from other schools," said Dr. Burton. "Many schools teach the theory of international business. Our bachelor degree in international trade management denotes an important difference, the word TRADE in its title. DSU's unique education model focuses on providing students with the ready-to-be-used practical skills and knowledge needed by companies today on how to penetrate global markets and how to move goods & services efficiently and effectively between countries as the global marketplace continues to expand." Dr. Burton pointed out that there is a big difference between theory and practice in education. He said that difference is the reason why DSU is attracting students from around the world and across the nation. He said the school's highly acclaimed online education model that allows students to participate from any place that has Internet also helps.

School officials say now that the move is completed all departments are up and functioning smoothly, ready to assist students. Students wanting to enroll in the new semester starting May 17th should contact the school and speak with a counselor soon. Even though the school has made arrangements for an increased number of students, school officials say that does not ensure that students who enroll late will get in the class of their choice.

Australia - Continued from page 4

faces a potential maximum sentence of five years in prison for the conspiracy count and 20 years in prison for each count of violating IEEPA.

According to the indictment, beginning as early as March 2007 and continuing through around March 15, 2009, Levick and ICM solicited purchase orders from a representative of a trading company in Iran for U.S.-origin aircraft parts and other goods. This person in Iran, referenced in the charges as "Iranian A," also operated and controlled companies in Malaysia that acted as intermediaries for the Iranian trading company.

The indictment alleges that Levick and ICM then placed orders with U.S. companies on behalf of Iranian A for aircraft parts and other goods that Iranian A could not have directly purchased from the United States without U.S. government permission. Among the items the defendants allegedly sought to procure from the United States are the following:

- VG-34 Series Miniature Vertical Gyroscopes. These are aerospace products used to measure precisely and/or maintain control of pitch and roll in applications such as helicopter flight systems, target drones, missiles, torpedoes and remotely piloted vehicles. They are classified as defense articles by the U.S. government and may not be exported from the United States without a license from the State Department or exported to Iran without a license from the Treasury Department.

- K2000 Series Servo Actuators designed for use on aircraft. The standard Servo Actuator is designed to be used for throttle, nose wheel steering and most flight control surfaces. High-torque Servo Actuators are designed to be used for providing higher torque levels for applications such as flaps and landing gear retrac-

tion. These items are classified as defense articles by the U.S. government and may not be exported from the United States without a license from the State Department or exported to Iran without a license from the Treasury Department.

- Precision Pressure Transducers. These are sensor devices that have a wide variety of applications in the avionics industry, among others, and can be used for altitude measurements, laboratory testing, measuring instrumentations and recording barometric pressure. These items may not be exported to Iran without a license from the Treasury Department.

- Emergency Floation System Kits. These kits contained a landing gear, float bags, composite cylinder and a complete electrical installation kit. Such float kits were designed for use on Bell 206 helicopters to assist the helicopter when landing in either water or soft desert terrain. These items may not be exported to Iran without a license from the Treasury Department.

- Shock Mounted Light Assemblies. These items are packages of lights and mounting equipment designed for high vibration use and which can be used on helicopters and other fixed wing aircraft. These items may not be exported to Iran without a license from the Treasury Department.

According to the charges, Levick and ICM, when necessary, used a broker in Florida to place orders for these goods with U.S. firms to conceal that they were intended for transshipment to Iran. The defendants also concealed the final end-use and end-users of the goods from manufacturers, distributors, shippers and freight forwarders in the United States and elsewhere, as well as

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Late-Filing Consequences Going Up

CBP has apparently decided that, if you file your petition late, the late-filing penalty should be increased for liquidated damages claims. The surety industry has publicized the likely penalties. Under the old formula, the late-filing penalty was based on the mitigated damages amount. In the new formula, it will be based on the amount of the original liquidated-damages assessment. Further, if the petition is more than 180 days late, it will be rejected and the original assessment will stand. CBP is currently discussing this change with the trade, but it may be only a matter of time before the new formulas are published as official mitigation guidelines.

FDA Update

Recently, management at the Los Angeles-area FDA office discussed a number of items in briefing the local trade community. Of note was a comment about close ties with the Los Angeles City Attorney and the Orange County District Attorney, as opposed to the Department of Justice (Justice). There is no doubt FDA works closely with Justice, but many of the current prosecutions are being pursued by local, not federal, prosecutors. This is likely the result of a combination of factors. For example, Justice is short-staffed and overwhelmed with more traditional cases (e.g., money laundering, drug-related crimes, burglary, etc.). In ad-

dition, there is a real interest on the part of local politicians to protect the public. These comments by FDA's staff puts traders on notice that prosecutions are no longer limited to the "big" cases traditionally handled by Justice, but rather will include all sorts of cases now being pursued by local authorities.

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www.msk.com

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training in the budget' isn't an excuse. In fact, he singles out defense contractors specifically as those who benefit "substantially" from online regulatory and ethical compliance training. How do we quantify the benefit of employees doing their job better? In sales, we see higher revenue. In compliance? Fine avoidance must be a part of the equation. Humphress offers the following formula:

$$\text{Benefit} = (\text{risk probability}) * (\text{negative outcome}) * (\text{training remediation probability})$$

$$\$225,000 = .05 * \$5,000,000 * .90$$

For example, if there is a 5% chance of a violation, with a possible \$5 million fine, and if training has a 90% rate of preventing this fine, the benefit of training is \$225,000 to the company per employee capable of making a mistake that triggers a violation. Run your own numbers and see where you end up.

That \$4,065 per-person CUSECO education program cost at DSU may be looking like a bargain in comparison to its ROI. That is why the program has become the industry training standard—companies worldwide recognize the value of that standard in helping them maintain their compliance readiness.

Australia - Continued from page 10

from U.S. Customs and Border Protection. To further conceal their efforts, the defendants structured payments between each other for the goods to avoid restrictions on Iranian financial institutions by other countries.

The indictment further alleges that Levick and ICM wired money to companies located in the United States as payment for these restricted goods. Levick, ICM and other members of the conspiracy never obtained the required licenses from the Treasury or State Department for the export of any of these goods to Iran, according to the charges.

In addition to the conspiracy allegations, the indictment charges the defendants with exporting or attempting to export four specific shipments of goods from the United States to Iran in violation of IEEPA. These include a shipment of 10 shock mounted light assemblies on Jan. 27, 2007; a shipment of five precision pressure transducers on Dec. 20, 2007; a shipment of 10 shock mounted light assemblies on March 17, 2008; and a shipment of one emergency floatation system kit on June 24, 2008.

The public is reminded that an indictment contains mere allegations. Defendants are presumed innocent unless and until proven guilty in a court of law.

Source: <http://www.bis.doc.gov/news/2012/doj03012012.htm>

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Developing Strong Study Habits as Adult Learners: 5 Strategies for Success

Going back to school, even for professional development, is a different process than beginning a college education as a traditional student. Dunlap-Stone University classes are tailored to professionals and offer a level of convenience and professional significance that is difficult to find in traditional institutions. However, as a working adult, there are additional challenges that you may face as you head back to class. With a new degree program start date this May 17th, the staff would like to offer some practical advice to help you meet your educational and professional goals when enrolled at Dunlap-Stone University.

1. Organization is everything. The way that DSU courses are organized, you have a strong sense of the how the class will work from week to week. You know you need to log in five times per week to complete your discussion questions and participation points. But how do you set aside your time? Try scheduling block of time on your favorite appointment scheduler. Applications like Google calendars can even send you text or email reminders that you've scheduled an hour to read for class. The more commitment you make to incorporating your studies into your schedule, the

less frazzled you will be.

2. Plan ahead. Beyond obvious planning issues like having a textbook in time for the first day of class and completing your assigned reading early in the week, there are other important ways to plan ahead. Many DSU courses give advance notice of assignments like a final project in week 6. Rather than waiting until the last week, consider setting intermediate steps, like locating outside sources, outlining your project, and completing a rough draft early so that you can simply add finishing touches in the final week of class.

3. Find a study buddy or trusted proofreader. While the academic honesty policies of the university clearly state that students must produce original work for all assignments, working with a peer to master a difficult concept or asking a spouse or colleague to review a near-final draft of a paper or assignment can help you spot typographical errors, run-on sentences, unclear points or faulty logic. They need not be a subject matter expert if you are effectively communicating your ideas in your work.

4. Have a goal. Many of our students work methodically with their advisor or counselor to de-

velop an action plan to get to them to their goal. It may be an associate's degree, a bachelor's, specific knowledge for work, or certification exam preparation. Make sure that as you focus on individual classes that you also mark your progress to a larger goal. We want to celebrate your successes with you on this journey, so keep us apprised of your personal goals and let us help you meet them.

5. Schedule breaks. Whether you schedule down time during the week to enjoy a cup of coffee and a good book, head to the golf course, or spend time with your family, finding the balance between work, school and home is important. Make sure that you also schedule time to enjoy yourself throughout the journey to your goal. Sometimes this means sitting out for a class period, and our advisors and counselors can work with you to find the best schedule to fit your needs while still keeping you on track.

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Honor - Distinction - Excellence

“Critical Thinking: Critical Skills”

On May 24th, the university’s HAS-103, Critical Thinking course will be offered again as a foundation for students making progress toward their degrees. The course builds critical skills for higher education, offering students a framework that extends far beyond the classroom. The course developers wanted to provide a methodical approach to gathering, assessing and using different types of information and decision-making processes in order to help students move from simply absorbing information and reciting it back to fully engaging in the educational process. Yet, the skills learned have applications personally and professionally, and students from previous terms have raved about the difference it has made in their thinking processes.

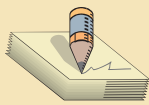
“From Good to Great”

Using Jim Collin’s best-seller, “Good to Great” BUS-113, Topics in Management, offers students the opportunity to build from Collin’s research to identify and emulate organizational practices that set great companies apart. Offered on May 17th, the course begins a dynamic discussion of organizational change and change strategies that can benefit organizations and their sub-units of any size. Students evaluate their own organizations and develop a plan for change during this six-week online course, incorporating best practices from a range of industries. Registration is now open for this exciting new course. Space is limited so register early. Call (800) 474-8013 Today for complete details.

Transcript Review

Thinking about earning your trade compliance management degree or other degree at Dunlap-Stone University? If you have previous college or military experience, consider having your transcripts reviewed to see how much credit toward a degree you may have already completed. It is no obligation to you, and our admissions team may be able to complete the evaluation in just a few days. As you plan for your future, consider the distinction a professionally significant degree™ may make for you, and how close you may already be toward completing this important career and personal milestone. Request transcripts from your previous institutions be sent to:

Registrar
Dunlap-Stone University
19820 N. 7th Street, Suite 100
Phoenix, AZ 95024



Dunlap-Stone University Student Honor Roll

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

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Shawn Arnold - MI
Patsy Boland - IA
Stefan Breitkopf - PA
Christine Brekke – WI
Denise Calleja - FL
Joshua Clepper - PA
Galen Cloud – TX
Glade Cunningham – OH
Paul Curry - MA
Annemieke de Groot - Netherlands
Janis Dorenbush – MI
Kathleen Dube – NH
Deborah Eastwood – AZ

Al Elgendy - CA
Kelli Foltz – PA
Lisa Fritsch - AZ
Patricia Keller – FL
Lisa Kendrick - NY
Vickie Lanich - OH
Henry Lindon – LA
Janet Longo - NY
Angie McDaniel - GA
Donna Parks – MD
Jessica Quain - VA
Nicole Reichow – MN
Kirk Robbins - CO
Robyne Roberts – FL
Amy Roche – WI

Thomas Rudeck – Netherlands
Jessica Salazar - AZ
Beth Schroll – PA
Kerry Slaven - CO
Vincent Sullivan – CA
Andria Toscano - AZ
Denise van Amstel - TN
Doris Van Milligan – MI
Susan Washburn - NM
Daniel Weinstein - TX
Jody Wesley - CO
Charlton Winston – FL
James Wojtczak - WI
Claudia Wolske - WI

Congratulations to Everyone! Well done!

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Both sides of the environmental fence are trying to determine, 'How much impact will this expansion have?'" he says.

Impact downplayed

Prior to the start of the expansion, the Panama Canal Authority (ACP) conducted research to determine the overall environmental impact of the project, including an investigation into the potential to alter Lake Gatun's salinity. All reports found that the environmental impact would be minimal, according to Daniel M. Muschett Ibarra, who works for the ACP's Department of Engineering and Programs Administration and is overseeing the environmental aspects of the expansion.

"With our experience in the operation of that system, there is small interchange of water at the entrance of the locks to the lake," Mr. Ibarra says. "But that salt water does not move beyond that point. We've been monitoring throughout the operation and there is no possibility of the lake becoming brackish."

Ibarra says the impact of the increase in salt water is softened through the creation of three new water-saving basins. Water from these reservoirs will be used to raise and lower ships, protecting the fresh water in the canal's watershed.

"The fresh water character of the Gatun Lake will not be changed," he says. "We have a dedicated work force that follows through on a monthly basis to make sure we are compliant with the environmental impact study. Then we have an independent consultant that gives reports to the government."

Global economic impact

While the environmental impact of the project is still up for debate, the economic benefit, both for Panama and the global economy, will undoubtedly be enormous. According to Ergo's Andrews, ports along the east coast are hurrying to up their intake capacity, automate ports, and build rail facilities to move cargo containers to consumers as fast as possible.

The expansion also has the potential to increase trade between Asia and the United States. Post-Panamax ships are currently only able to unload at West Coast ports, where cargo was shipped by rail to markets in the eastern United States. After the expansion, these ships will be able to unload on the East Coast, lowering the cost of Asian goods.

The project also has an impact on Panama's economy. The ACP claims that the canal expansion improves Panama's long-term jobs outlook. It also will vastly increase canal revenue, the lifeblood of the Panamanian economy. Panamanian officials say the completion of the project will make Panama the strongest economy in Central America.

But Mr. Jones of *Panama News* said these projections, which were used to sell Panamanians on the project, are premature and unproven.

"The culture of the people that run the canals is that any obstacles to expansion can be removed," he says.

Source: Christian Science Monitor

<http://www.csmonitor.com/World/Americas/2012/0327/Panama-Canal-expansion-to-ease-international-trade-with-a-grain-of-salt>

Class Start Dates

March 2012

STM-106 Computing Essentials
 BUS-101 Getting Started in International Trade
 TRD-214 Trade Compliance Environment 1
 TRD-318 Introduction to OFAC
 BUS 405 Global Business Plan
 TRD-311 Documentation for Export Compliance
 TRD-331 University Export Compliance Environment
 TRD-307 Understanding the EAR
 TRD-326 UK Bribery Act of 2010
 TRD-320 Ethics in Trade Compliance
 TRD-201 Exporting Importing Environment
 TRD-215 Trade Compliance Training 2
 TRD-306 Understanding the ITAR
 BUS-403 Global Marketing
 BUS-440 Legal Environment of Business
 FAE-230 Business Accounting
 FAE-450 International Economics
 HAS-103 Critical Thinking and Analysis
 MGT-345 Organizational Behavior
 SCM-412 Global Supply Chain Management
 STM-160 Business Statistics
 TRD-311 Documentation for Export Compliance

April 2012

BUS-208 Innovation and Entrepreneurship
 HAS-151 American Government
 HAS-270 Introduction to Anthropology
 SCM-127 Freight Forwarder Practices
 TRD-140 Importing Duties and Regulations
 TRD-365 Ethics in Import Compliance
 TRD-308 Mastering ITAR Exemptions
 TRD-322 Understanding NAFTA
 TRD-216 Trade Compliance Environment III
 TRD-315 Deemed Exports
 TRD-320 Ethics in Trade Compliance
 TRD-307 Understanding the EAR
 TRD-306 Understanding the ITAR
 TRD-317 Foreign Corrupt Practices Act
 TRD-325 UK Export Controls
 TRD-350 People's Republic of China Export Controls

May 2012

TRD-309 Commerce License Exceptions
 TRD-311 Documentation for Export Compliance
 STM-108 College Math I
 HAS-170 Introduction to World Religions
 TRD-321 Harmonized Tariff Schedule
 TRD-307 Understanding the EAR
 TRD-320 Ethics in Trade Compliance
 BUS-102 Introduction to Business
 BUS-111 Customer Service Basics
 BUS-113 Topics in Contemporary Business
 BUS-303 International Business Ethics
 FAE-263 Principles of Microeconomics
 FAE-302 Global Finance
 HAS-103 Critical Thinking and Analysis
 MGT-402 Global Strategic Management
 SCM-125 Port Authority
 SCM-202 21st Century Logistics
 SCM-376 Purchasing in the Global Marketplace
 STM-385 Information Systems for Global Business
 TRD-201 Exporting/Importing Environment
 TRD-330 Compliance Audits
 FAE-300 Business Finance
 TRD-366 Topics in Import Management
 TRD-141 Incoterms(R) 2010
 TRD-299 Agreement Under the ITAR
 TRD-304 US Customs Broker Exam Prep
 TRD-306 Understanding the ITAR



Dunlap - Stone University

Late Summer Classes

Before each term, the university schedulers carefully consider the list of classes it wants to offer and the reality of travel and vacation schedules for our students. The challenge is to not just offer courses, but to have enough students enrolled in them for all of them to run. Hence the problem with vacation schedules needs to be considered. As you look at your work/vacation schedule also look at the class offerings. Even though the schedule is somewhat firm for early Summer, late Summer classes can be modified somewhat. So let your advisor or counselor know if you need a particular class to be offered during the late Summer.

Accrediting Body Visit

Dunlap-Stone University's accrediting body, the Distance Education and Training Council, DETC, sent a site evaluation team to inspect the school's new facilities. Unlike some regional accrediting bodies, DETC closely inspects all aspects of the physical school administration offices as well as all licensing and code requirements for the new facilities. Our school is pleased that we have met their high standards.

The next visit by DETC will be the re-accreditation visit in 2013.

Have a Favorite Instructor?

Nominate him or her for **DSU's Faculty Member of the Year**. Send your nomination to:
facultyservices@dunlap-stone.edu.

U.K. Bribery Act: Subject Matter Expert Needed

The International Import-Export Institute at Dunlap-Stone University is seeking a Subject Matter Expert (SME) to assist in the final development and review of a new online course, focusing on the UK Bribery Act of 2010. This contract position work with a curriculum development specialist to develop the content for a 6 week online course.

The SME will be given the opportunity to qualify as an instructor for the university (if not already approved) as well as instruct the course online one to two times per year. The ideal candidate would have extensive recent experience in UK export regulations and must hold a graduate degree in either law or business or other credentials to support their expertise. Those with experience in training or online teaching will be given preference.



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