



Global Watch®

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

MARCH/APRIL 2013, VOLUME 12, ISSUE 8

Regulatory Trade Compliance Law Bachelor Degree Program Gains Widespread Attention

The enrollment numbers for the regulatory trade compliance law emphasis in Dunlap-Stone University's online Bachelor of Science in International Trade Management are increasing. Records show entering students come from all across the nation and from diverse backgrounds. All the attention and growth doesn't surprise school officials because the topics of trade compliance, export violations and international trade are in the news frequently. The school notes that there are many reasons why students enroll but they all have one thing in common: Students realize that trade compliance as a profession is increasing in importance as we move into the 21st century and that means solid career opportunities for them now. Perhaps most important, this unique program is the only accredited bachelor degree in the nation that provides students with a solid grounding in regulatory trade law as a practical discipline.

At a personal level, students say there are many reasons why they chose to study regulatory trade law, including the knowledge that compliance personnel are paid very well in the aerospace and defense industries, generally between \$56,000 to \$86,000 for seasoned journeymen and well over \$100,000 for those in responsible management positions. The numbers of job postings are increasing. There is a shortage of knowledgeable workers and that offers

people with this degree the opportunity to live and work in very attractive towns and cities across America.

There is no average profile of entering students. Some have no college experience, but most students transfer in some credits from their earlier college experience, sometimes nearly 20 years earlier. Students range in age from late 20s to early sixty's. Most are already employed in the aerospace and defense industries. Some students entered the program to change careers.

Students are also attracted to the unique program because they see international trade is a growth industry and they note the practical hands-on approach the school takes in preparing students for jobs and careers. The industry as a whole offers tremendous opportunity over the next several decades as globalization of markets continues.

The online program is one of DSU's *Professionally Significant Degrees®* programs. This tells students that they are getting a quality education that was designed to help them in their job search and career development. In today's world, it isn't enough that degrees make students educated citizens. A degree must be professionally valuable in providing skills sets and abilities that employers want and need. This program meets this requirement.

...trade compliance as a profession is increasing in importance...

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DDTC Posts New Version 6.0 of DSP PureEdge Forms

30 Mar 2013. Industry Notice: New Version 6.0 of DSP PureEdge Forms 5, 6, 61, 62, 73, and 74 are now available for use. Please, download and use the most current version (version 6.0) of DSP forms - 5, 6, 61, 62, 73, and 74 for submission to DTrade2. Form version 5.0 or earlier submissions will be rejected after March 29, 2013

Source: <http://pmdtcc.state.gov/>

GlobalWatch® is a publication of
**The International
 Import-Export Institute**
 AT DUNLAP-STONE UNIVERSITY
 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-r-
 publishing-policies/](http://iiei.dunlap-stone.edu/globalwatch-publishing-policies/)

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Notes from the President

Spotlight on Regulatory Trade Law Courses

by Dr. Donald N. Burton



There is much to talk about in this issue of GlobalWatch®.

I am constantly amazed by the depth and breadth of practical regulatory trade law accredited education and training that is offered by Dunlap-Stone University. Related to this, recently one of America's largest aerospace and defense contractors said they had completed a six month exhaustive study examining all of the country's most prestigious colleges and universities' courses and programs. The purpose of the research was to identify which schools they should enroll their employees to learn the practical application of regulatory trade law. I was not surprised when they reported that the International Import-Export Institute (IIEI) at Dunlap-Stone was the only school that could fully meet their needs. Certain schools, they said, offered an on-ground course or two on related subjects, generally on policy issues. Their findings did not surprise me. I knew we are the only one. With nearly 50 trade related courses available year round, IIEI far and away met their needs. They also considered our reputation important in their evaluation. I appreciate all the effort they put into their independent evaluation of our school.

In this issue on page 3, the article with Part One about Preparing for your Future offers some good suggestions and issues to consider. Part Two will be in the

next issue. The In-Compliance column (page 6) reports the timing of the President's Export Control Reform effort. It will be of interest to many people. On page 7, the international trade certification authority's survey confirmed its Certified U.S. Export Compliance Officer® certification is the industry standard. Our university is proud to offer training for those interested in sitting for this valuable credential.

Be sure to attend the Bureau of Industry and Security's 2013 Annual Update on the compliance regulations. See page 10. It is perhaps one of the most important forums to annually hear first hand about the President's Export Control Reform activities and other regulatory happenings.

I am very excited to announce that Dunlap-Stone has added another research tool that our registered students can use to support their academic efforts. It is called EBSCO Host. See article on page 15.

The article, Make your Education Benefit Funding Go Further (page 14) clearly shows how dedicated we are to providing our students with the best education available anywhere at a fraction of the cost they might expect. I am proud of this fact.

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

Preparing for your Future – Six Questions to Consider

Part One

According to experts there are more than 1100 different jobs in fields related to international trade. Every imagined skill set is needed somewhere. Every possible type of vocation is needed somewhere in support of the globalization of markets. With so many possibilities, it is not surprising people have a difficult time crafting a realistic career plan.

The challenge for many people when trying to find a new direction for their career is sorting through the constant flow of information about career choices bombarding them from TV, advertisements in magazines and email, not to forget on the web. Some people seem to luckily fall into the right career at the right time, while others have a false start over and over again. So where do you begin?

The need for a new career can come from many directions. Some people, perhaps like you, had a good job and the financial crisis caused

the job to go away. Others are in a dead-end job and need a change. Whatever the reason, it is time to evaluate how to move forward with your career. It begins with you taking an honest look at your unique strategic situation. Take an itemized inventory of your desires, skills and abilities. Also, include an evaluation of the world around you and the opportunities that exist everywhere. Think of it as opening a box containing a puzzle with many pieces. Until you have all the pieces identified and in the right place you will have a hard time seeing a clear picture of what is in front of you. To begin the pieces of this puzzle are assembled into distinct groups. The acronym S-W-O-T-T identifies the five groups.

Begin by taking a look at your Strengths. Be honest. Ask your friends and family for their input if you want, but in the end it is personal—just about you. The strengths that should be on your list are those that an employer would value, things like critical thinking, dependable and hard-working, team player, great number cruncher (loves to crunch numbers), experienced manager, enjoy routine tasks, unique skills and abilities and the list goes on. As you go through this process, consider that some of the strengths you list will merely be starting points to build upon for your new career. Remember, if you view things such as compassion for others as a Strength, it should be a compelling strength in your eyes.

Next, look at your Weaknesses. Again be blunt and honest. Examples might be hate math, don't like working with other people, hate office work, don't like routines (need vari-

ety), don't like physically demanding work, not good at problem solving, don't like being in charge and feeling responsible; not a morning person. Nobody but you is going to see your list so make it brutally honest.

Opportunities are often the hardest to put down on paper. Why? Because we try to think of job titles rather than job attributes. Another reason is because they are everywhere so we don't see them. Try this approach: Describe the starting point for your dream career. Office job, some routine, increasing responsibility, heavy interaction with a team, requires excellent communication skills, must be able to work with limited supervision, requires great organization skills. Another person may say their dream career involves some travel, non-routine, works best alone, enjoys selling, dislikes paperwork, requires physical demanding actions; seeks non-office occupation.

Okay, this is where it gets interesting. It is called the "what-if" process. What if you had the right skills and education for your dream career? What if you had the right experience? What if somehow you got the chance to prove yourself? What if you knew someone on the inside of the type of career you wanted? What if you had a positive attitude and met the right person socially? Imagine big. Somewhere between big and where you are now is your dream career path. Be an optimist.

Don't try to say what the job is at this point. Don't limit the list. That process will happen later.



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.

A service of International Trade Certification Authority, Inc.



BIS Update

Bureau of Industry and Security

Xiaoming Wang and Qualitech Enviro-Instrument Co. of Fairfax, VA, Debarred 5 Years for Export Violations

- * Respondent: Xiaoming Wang and Qualitech Enviro-Instrument Co. of Fairfax, VA
- * Charges: 15 CFR 764.2(a) by exporting controlled articles to China without authorization
- * Fine or Civil Settlement: \$35,000 (suspended 5 years)
- * Debarred or Suspended from Export Transactions: 5 years
- * Result of Voluntary Self-Disclosure: No
- * Date of Order: 22 March 2013

(As Reported By The EX/IM Daily Update. Original Source: <http://efoia.bis.doc.gov/exportcontrolviolations/E2311.PDF>)

Expeditors News: "Supreme Court Rules on First Sale Doctrine"

On March 19, 2013, the U.S. Supreme Court made its final decision regarding the *Kirtsaeng v. John Wiley & Sons, Inc.* case, which is concerned with geographical interpretation of the "First Sale" doctrine. The Supreme Court decision overturned the ruling made previously by the Court of Appeals for the Second Circuit for this case.

First-Sale - Continued on page 9

Iranian National Accused of Illegally Exporting Goods For Iranian Petro-Chemical Industry

ALEXANDRIA, Va. – Mehdi Khorramshahgol, 49, of Rockville, Md., has been accused of allegedly exporting tens of thousands of dollars of industrial parts manufactured by U.S. companies to Iran, in violation of trade sanctions imposed on Iran, which is a state sponsor of terrorism.

Neil H. MacBride, U.S. Attorney for the Eastern District of Virginia; John P. Torres, Special Agent in Charge for U.S. Immigration and Customs Enforcement's Homeland Security Investigations (HSI) in Washington, D.C.; and Rick Shimon, Special Agent in Charge of the Department of Commerce's Office of Export Enforcement's Washington Field Office, made the announcement.

Mehdi Khorramshahgol, a United States citizen and Iranian national, was arrested on March 7, 2013, and charged via criminal complaint of conspiring to violate the International Emergency Economic Powers Act. If convicted, he faces a maximum penalty of 20 years in prison.

According to the complaint, beginning in 2008, Khorramshahgol allegedly solicited price quotations regarding U.S. origin-industrial parts for individuals and businesses located in Iran. Khorramshahgol successfully purchased thousands of dollars of U.S.-origin parts. To avoid detection and to facilitate the shipment of goods from the United States to Iran, Khorramshahgol allegedly falsified shipping records by indicating the goods were of little value and that the end-user for the goods was located in the United Arab Emirates. Once the goods reached the UAE, the end-user information was changed and the goods were shipped onward to Iran.

Khorramshahgol and his co-conspirators allegedly created paperwork that falsely stated the materials would not be sold to Iran. The complaint alleges that Khorramshahgol was aware of the United States sanctions against Iran, as he forwarded a Department of Justice press release regarding the enforcement of the Iranian sanctions to other co-conspirators with an instruction to "read it all."

During the course of the conspiracy, Khorramshahgol allegedly exported tens of thousands of dollars' worth of industrial parts to Iran. These parts were primarily for use in Iran's state-owned Petrochemical industry.

Source: <http://beta-www.bis.doc.gov/index.php/about-bis/newsroom/press-releases/102-about-bis/newsroom/press-releases/press-releases-2013/514-iranian-national-accused-of-illegally-exporting>



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DDTC

Directorate of Defense Trade Controls

Update**Proposed Amendment to the
ITAR: Revision of U.S. Munitions
List Category IV****SUMMARY**

As part of the President's Export Control Reform effort, the Department of State proposes to amend the International Traffic in Arms Regulations (ITAR) to revise Category IV (launch vehicles, guided missiles, ballistic missiles, rockets, torpedoes, bombs, and mines) of the U.S. Munitions List (USML) to describe more precisely the articles warranting control on the USML.

The revisions contained in this rule are part of the Department of State's retrospective plan under E.O. 13563 completed on August 17, 2011. The Department of State's full plan can be accessed at <http://www.state.gov/documents/organization/181028.pdf>. In addition, several ITAR sections addressing the Missile Technology Control Regime (MTCR) Annex are revised to provide a new method of identifying articles common to the MTCR Annex and the USML. Also the ITAR section describing shipments between U.S. possessions is clarified to only encompass those shipments that do not transit a foreign country. DATES :

The Department of State will accept comments on this proposed rule until March 18, 2013.

6765 Federal Register / Vol. 78,
No. 21 / Thursday, January 31,
2013 / Proposed Rules
DEPARTMENT OF STATE 22
CFR Parts 120, 121, and 123

**Former L 3 Engineer Gets 6
Years Prison Over China Exports**

Editors Note: L-3 was not a defendant in the case, and has said it cooperated with authorities.

Mar 26, 2013. A Chinese national and former L-3 Communications Holdings engineer was sentenced on Monday to nearly six years in prison following his conviction for illegally exporting details of sensitive US military technology to China. Sixing Liu, 49, had been convicted in September by a federal jury in Newark, New Jersey, on nine of 11 counts, including possession of stolen trade secrets, violating the Arms Export Control Act and lying to federal agents. Prosecutors said the defendant, who is also known as Steve Liu, stole thousands of computer files that detailed the performance and design of guidance systems for missiles, rockets and unmanned drones.

Liu then made several presentations at Chinese universities and government-organised conferences about the technology without L-3's permission, hoping it would eventually help him get a job in China, prosecutors said. "Instead of the accolades he sought from China, Sixing Liu today received the appropriate reward for his threat to our national security: 70 months in prison," Paul Fishman, the US Attorney in New Jersey, said in a statement. The sentence was imposed by US District Judge Stanley Chesler in Newark, with restitution to be determined later. Liu has been in custody since the

Prison - Continued on page 10

**Germany Amends
Export Control Laws**

On 1 March 2013, the Federal Counsel (Bundesrat), the second German parliamentary chamber, approved the amended Foreign Trade and Payments Act (Außenwirtschaftsgesetz – AWG). The amendment intends to streamline the Act in order to make it more practical and up-to-date. It also adapts and updates the wording to the EU's Dual-Use Regulation 428/2009. Companies should review carefully the new penalties and voluntary disclosure process.

**Tighter and clearer
penalties regulation**

Substantial amendments relate to the imposition of penalties. The new rules provide for a clear distinction between regulatory and criminal offenses. For intentional breaches of

Germany - Continued on page 12

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In Compliance....

Aviation Week: "Export Control Reform Will Take All Year"

By Frank Moring, Jr.,
Aviation Week & Space Technology

It will take another year for export-control reforms aimed at easing the path for the U.S. satellite industry to take effect, time enough for manufacturers and others affected by more than a decade of onerous International Traffic in Arms Regulations (ITAR) to push for additional changes.

Among issues the satellite industry is likely to address is the status of military hosted payloads, which will continue to be treated as munitions under the proposed rule to be published by the end of April. Industry will be able to enter comments on the proposed rule that will shift oversight of most satellite and satellite-component exports from the U.S. Munitions List controlled by the State Department back to the Commerce Department, where it once resided.

"If the satellite is DOD funded, it would be retained on the U.S. Munitions List," says Patricia Cooper, president of the Satellite Industry Association (SIA). "That's an area where I expect SIA to file a request for reconsideration." U.S. satellite manufacturers have been pushing hosted payloads riding piggyback on commercial communications platforms as a less expensive way for the Pentagon to field its communications relays and mapping sensors than building dedicated satellites. Removing them from the munitions list could simplify adoption of the approach, a process that many see as lagging. . . .

Satellites were placed on the munitions list in 1999 in a congressional reaction against U.S.

companies helping the China Great Wall Industry Corp. review the causes of two Long March launch vehicle failures that destroyed their spacecraft. Since then, the U.S. industry has pushed for a return to the Commerce Control List, which was less burdensome. . . .

Basically, the new law will allow communications satellites, remote-sensing satellites that fall short of specified capabilities, and parts and components from those spacecraft to be exported through the Commerce system, which does not require licenses for exports to 36 friendly nations. Satellites with purely military and intelligence functions will remain on the munitions list, according to the White House, as will high-resolution Earth remote-sensing satellites and the parts and components of those spacecraft. Launch-service support for all U.S. satellites will continue to be controlled by the State Department, and exports to China, North Korea, Iran and other sanctioned countries will be forbidden.

"It was simply an outright prohibition—thou shalt not export anything to China in this regard," says David Fite, a Democratic staffer on the House Foreign Affairs Committee who was a key player in the congressional negotiations. "That was very important, because that spoke to everyone in both parties who was concerned about the national security implications, especially to China."

Within the executive branch, figuring out just what technology to shift proved to be a time-consuming

task because of its complexity, according to Anthony M. Dearth, chief of special projects in the Office of Defense Trade Controls Licensing at the State Department. A single military satellite has more than 700,000 components, all of them on the munitions list under the old law and in need of sorting out line by line by officials from State and Commerce.

The result was a report issued last year that includes a list of satellite technologies that will be transferred to the Commercial Control List. Known as the Section 1248 Report, it is expected to form the basis for the proposed rule that will be issued soon.

"It's very important to push back against any misperception, particularly among small firms, that ITAR is over, and that we don't have to worry about it," says Mike Gold of Bigelow Aerospace, a lawyer who has helped shepherd the reform legislation through Congress. "Because the last thing we need during this implementation process is some sort of giant mistake or blunder or violation, particularly when it comes to China, that will get the China hawks in Congress reengaged. China is the third rail of export control reform."

(Source: http://www.aviationweek.com/Article.aspx?id=/article-xml/AW_03_25_2013_p34-560945.xml)
[Excerpts. Notice courtesy of Gary Stanley's Defense and Export-Import Update, gstanley@glstrade.com]

It's Official—Employers' Use Confirms CUSECO Certification is the Industry Standard

Phoenix, AZ – March 15, 2013 – In its annual survey of job posting web sites, IIEI Certification, the test publisher and independent certification authority for the international trade industry, said the majority of regulatory trade compliance job positions it reviewed as part of its survey required or preferred candidates who possess the Certified U.S. Export Compliance Officer® (CUSECO) designation. It attributed the heightened job requirement to employer's need to independently validate the skills, knowledge and abilities of workers it relies upon to prevent costly violations. The survey reflected that large and small businesses equally rely upon the professional designation in their hiring process.

The certification authority said its survey showed a 50% increase in 2012 over 2011 of hiring officer's reliance upon the CUSECO status of candidates. IIEI Certification said it expects to see a continued increase in demand for CUSECO certification holders as the number of compliance positions continues to grow in response to the increased policing of international trade.

IIEI Certification announced a marked increase in demand for all 12 of its industry certification exams worldwide in 2012. Percentage wise, it said, the CUSECO designation was among the fastest growing certifications, with the Certified International Trade Logistics Specialist® close behind.

Supporting IIEI Certification's findings, Dunlap-Stone officials said it has seen a steady yearly increase in demand for vocational training for the "Studies in U.S. Export Compli-

ance" courses, which help prepare students for the CUSECO exam.

About IIEI Certification

The Certified U.S. Export Compliance Officer® designation is one of 12 trade related certifications awarded by IIEI Certification. In its role as test publisher and test administrator of the international trade industry certification exams, IIEI Certification relies upon a network of schools and training organizations worldwide to help prepare people to sit for its examinations. All aspects of the actual testing and test administration are managed by IIEI Certification.

About Dunlap-Stone University's Training Role

Dunlap-Stone is an official Approved Provider of training for IIEI Certification's certification exams. DSU is the only accredited university that provides industry exam preparation training online for all 12 of IIEI Certification's exams and offers college credit for its courses.

Individuals seeking training from DSU to help prepare for the CUSECO or other international trade related certification examinations can enroll online as "Open Enrollment" year-round at the school's web site or call an enrollment advisor at (800) 474-8013 or (602) 648-5750.

The Certified US Export Compliance Officer®

is often shortened into an acronym, "CUESECO".

But how do you say it?

CU-SAY-CO

A student sent in this to help:

The student responded beautifully, as if on "cue".

The student decided that there was indeed a lot to "say".

The student wanted to start a new trade compliance "co"

And there you have it, for those who got it or for those who want it.....

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Country Profile
Kingdom of Belgium

The Kingdom of Belgium, a federal parliamentary democracy under a constitutional monarchy, became independent from the Netherlands in 1830; it was occupied by Germany during World Wars I and II. The country prospered in the past half century as a modern, technologically advanced European state and member of NATO and the EU. With temperate; mild winters, cool summers; rainy, humid, cloudy weather, Belgium is located Western Europe, bordering the North Sea, between France and the Netherlands. Its terrain is flat coastal plains in northwest, central rolling hills, rugged mountains of Ardennes Forest in southeast

This modern, open, and private-enterprise-based economy has capi-



Antwerp

talized on its central geographic location, highly developed transport network, and diversified industrial and commercial base. Industry is concentrated mainly in the more heavily-populated region of Flanders in the north. With few natural resources, Belgium imports substantial quantities of raw materials and exports a large volume of manufactures, making its economy vulnerable to volatility in world markets. Roughly three-quarters of Belgium's trade is with other EU countries, and Belgium has benefited most from its proximity to Germany. In 2011 Belgian GDP grew by 1.8%, the unemployment rate decreased slightly to 7.2% from 8.3% the previous year, and the government reduced the budget deficit from a peak of 6% of GDP in 2009 to 4.2% in

2011 and 3.3% in 2012. Fourth quarter GDP growth in 2012 was at -0.1%, the third consecutive quarter of negative growth. Belgian banks were severely affected by the international financial crisis in 2008 with three major banks receiving capital injections from the government, and the nationalization of the Franco-Belgian bank.



Belgium at a Glance

- [GDP \(purchasing power parity\):](#)
\$420.6 billion (2012 est. US dollars)
 - [GDP \(official exchange rate\):](#)
\$476.8 billion (2012 est.)
 - [GDP - real growth rate:](#)
0% (2012 est.)
 - [GDP - per capita \(PPP\):](#)
\$38,100 (2012 est.)
 - [GDP - composition by sector:](#)
agriculture: 0.7%
industry: 22.3%
services: 77% (2012 est.)
 - [Labor force:](#)
5.055 million (2012 est.)
 - [Labor force - by occupation:](#)
agriculture: 2%
industry: 25%
services: 73% (2007 est.)
 - [Unemployment rate:](#)
7.6% (2012 est.)
 - [Population below poverty line:](#)
15.2% (2007 est.)
 - [Agriculture - products:](#)
sugar beets, fresh vegetables, fruits, grain, tobacco; beef, veal, pork, milk
 - [Industries:](#)
engineering and metal products, motor vehicle assembly, transportation equipment, scientific instruments, processed food and beverages, chemicals, basic metals, textiles, glass, petroleum
 - [Exports:](#)
\$314.6 billion (2012 est.)
 - [Exports - commodities:](#)
machinery and equipment, chemicals, finished diamonds, metals and metal products, foodstuffs
 - [Exports - partners:](#)
Germany 18.7%, France 16.9%, Netherlands 12.5%, UK 7.2%, Italy 4.6%, US 4.5% (2011)
 - [Imports:](#)
\$325.2 billion (2012 est.)
 - [Imports - commodities:](#)
raw materials, machinery and equipment, chemicals, raw diamonds, pharmaceuticals, foodstuffs, transportation equipment, oil products
 - [Imports - partners:](#)
Netherlands 19.9%, Germany 15%, France 10.8%, UK 6%, US 5.3%, Ireland 4.5%, China 4.2% (2011)
 - [Exchange rates:](#)
euros (EUR) per US dollar - 0.7838 (2012 est.)
 - [Internet Hosts](#)
5.192 million (2012)
 - [Internet Users](#)
8.113 million (2009)
- Source:** CIA World Fact Book

U.S. Trade Compliance - Basics

Voluntary Compliance

Informed, voluntary compliance with U.S. export controls by the export trade community is an important contribution to U.S. National Security and a key component of BIS's export administration and enforcement programs. All parties to U.S. export transactions must ensure their exports fully comply with all statutory and regulatory requirements. Compliance not only involves controlled goods and technologies, but also restrictions on shipping to certain countries, companies, organizations, and/or individuals. BIS works closely with the export trade community to raise awareness of compliance best practices and "red flags" of potential illicit activities, and to identify and act on export violations.

An Export Management and Compliance Program (EMCP) can assist you in developing and implementing procedures to stay in compliance with the Export Administration Regulations (EAR). See EMCP for more information.

Sentinel Program:

Many end-use checks are conducted through BIS' Sentinel Program. Trained OEE Special Agents are deployed from the United States

to countries to visit the end-users of sensitive controlled commodities and determine whether these items are being used in accordance with license conditions. Sentinel teams assess the suitability of foreign end-users to receive U.S.-origin licensed goods and technology, assess prospective end-users on pending license applications for diversion risk, and conduct educational outreach to foreign trade groups. In this way, Sentinel trips help to create the confidence needed to foster trade while strengthening U.S. national security.

Outreach Program:

The purpose of the BIS Outreach program is to prevent illegal exports by educating industry about export controls and eliciting industry's cooperation in protecting our national security and foreign policy objectives. An Outreach contact is a one-on-one visit with the representative of a company. It is normally done in person, but under certain instances, it can be conducted over the phone. The types of companies contacted include, but are not limited to, manufacturers, exporters, and freight forwarders.

Source: <http://beta-www.bis.doc.gov/index.php/enforcement/oe/compliance>

First-Sale - Continued from page 4

The "First Sale" doctrine provides that "the owner of a particular copy or phonorecord lawfully made under this title . . . is entitled, without the authority of the copyright owner, to sell or otherwise dispose of the possession of that copy or phonorecord." 17 U.S.C. §109(a). The Supreme Court ruled in favor of Kirtsaeng, who argued that the "First Sale" doctrine did not have a geographical limitation, meaning that if a copyrighted work is obtained legally, then it can be sold or disposed of without being limited to a country.

Kirtsaeng sold international versions of Wiley books in the U.S., after they were purchased legally in Thailand and then shipped over. Wiley argued that Kirtsaeng violated both their exclusive right to distribute these goods (17 U.S.C. §106(3)) as well as the prohibition to import a copyrighted work without the owner's permission (17 U.S.C. §602(a)(1)).

The Supreme Court decision can be accessed online at: http://www.supremecourt.gov/opinions/12pdf/11-697_d1o2.pdf

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Prison - Continued from page 5

verdict. Prosecutors said he was a risk to flee.

James Tunick, a lawyer for Liu, said in a phone interview he plans to appeal the conviction and sentence. "Dr. Liu made a mistake by having these files on his computer, but we have always maintained that it didn't rise to the level of a criminal act," Tunick said. "He surely did not intend to harm the interests of the United States." Tunick said Liu's sentence was in the middle of the 63- to 78-month term recommended under federal sentencing guidelines. He said he had requested a prison sentence of one year and one day for his client, including the six months already spent in custody.

Liu had worked in L-3's space and navigation unit in Budd Lake, New Jersey, from March 2009 until November 2010.

Prosecutors said federal agents found Liu at Newark Liberty International Airport on Nov. 29, 2010, as he returned from a trip to Shanghai, in possession of a private computer containing the stolen material.

L-3 was not a defendant in the case, and has said it cooperated with authorities. The case is US v. Liu, US District Court, District of New Jersey, No. 12-cr-00349.

Source: <http://www.scmp.com/news/china/article/1200082/former-l-3-engineer-gets-6-years-prison-over-china-exports>

The Bureau of Industry and Security Presents Update 2013 Conference on Export Controls and Policy July 23-25, 2013

The Bureau of Industry and Security (BIS) is preparing for the 26th annual Update Conference on Export Controls and Policy in Washington, DC. This major outreach activity draws business and government representatives from around the world to learn and exchange ideas about export control issues. It is one of the Department's most notable international trade events. Discussions about the highly anticipated export control reform regulations will be the primary focus of this year's conference.

Update 2013 will be held July 23-25, 2013, at the Washington Hilton Hotel. A conference room rate will be available to registered attendees when registration opens. Detailed registration and program information will be available in the coming months.

For additional, information on Update 2013 or other BIS outreach programs, you may contact the Outreach and Educational Services Division at,

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

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Future - Continued on page 11

You also need to be realistic about the Threats (barriers) that exist or have existed in the past that barred or prevented you from your chosen career before now. The biggest barrier is gone the moment you realize you can have your chosen career. Another barrier might be lack of education or knowledge; perhaps access is limited due to where you live, or you don't fit the physical requirements for entry into that career. Maybe you have a police record. On this list you also need to include threats you perceive in your mind as impacting you. If you believe you can't, you won't. It also might be you're mentally too short, black, old, young, or from the wrong side of the tracks. List them all. It is only by confronting them, considering them that we can choose the right career.

Next you need to be a realist and dreamer at the same time. That is a very big challenge for everyone. Look around you. Imagine the future. What you're looking for are Trends in business or trends in the way human activity is moving. What part of a business is growing and what part is shrinking? What services do you rely upon? What things do you see changing? What do you imagine will be driving (growing or

impacting) business in the next five year? Are there needs that will be increasing for your age group or for others? Will these be the same demands for the same things in 20 years? Think about the last 10 years. What areas of growth did you expect and did you foresee where we are today? Consider what is causing the changes you see occurring today. What you're trying to achieve is identifying trends impacting your various career possibilities.

Once you have finished the first run through of your strategic SWOTT analysis, we now need to become analysts. Based on what you have written begin generally comparing how the pieces fit together.

Here's the trick:

Your task is to determine how you can leverage your strengths while overcoming your weaknesses as you capitalize on the opportunities and all the while avoiding the threats as you stay in alignment with the long term view of the trends.

It is easy to say, but difficult to achieve. Notice we still haven't said what job title or company we should pursue. The overall fit for you and your career opportunity is what your concern should be. Chances are your career picture won't fit nicely together or even be recognizable at this point. Some adjustments will need to be made to make it clearer. You might need to add education or training to make things fit. You might also need to make a personal attitude adjustment such as learning to be more outspoken, polished, or the like to fit into the picture you have for your future. It's your decision here, no one else's.

As you revisit the SWOTT analysis, consider these six questions:

1. Could you see yourself doing a job with these characteristics? Would it be challenging or boring? Introspection and honesty with yourself is critical here.

2. Will the assemblage of pieces fit into your life style or imagined future for you and significant others?

3. Does the picture you've created fit your temperament or personality? Trying to build a picture that isn't you won't work in advancing your career.

4. Is it fun? Does the picture bring the level of fun and excitement you desire? Remember, you are not just looking for a job, you're looking for an interesting career you will enjoy for many years to come.

5. Could you acquire the skills and abilities needed to excel in the career picture you've created? Can you make the pieces fit together and still be true to you?

6. Are you willing to commit to the extra effort to make your picture real?

If the answers to these questions support your dream career, it is time to match these characteristics to specific industries and job descriptions. If they don't yet match, go through the process again. The final key is don't settle for less than your dream career. You may not be able to reach the highest heights in your chosen career, but if you are open to change and strive, you will be well along your path and you will enjoy the journey.

The methods described here don't just apply to international trade, they are universal.

In the next issue of GlobalWatch®, look for Part Two of this article.

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Germany - Continued from page 5

certain export control provisions, company representatives might face criminal sanctions. In contrast, negligent conduct is now generally viewed as a regulatory offense which would only lead to fines. These amendments should be welcomed as they provide for more clarity for companies and managers in grey areas of law, in particular in relation to negligence. However, it should be noted that Germany will step up its punishment regime against willful breaches of export control law.

Voluntary disclosure

In the last minute of the parliamentary proceedings, an interesting new provision was included in the Export Control Act. Article 22 (4) AWG opens the opportunity for a voluntary disclosure of negligent breaches of export control law obligations. In contrast to other jurisdictions, German export control law did not enable companies to disclose infringements to the authorities in order to benefit from immunity from prosecution. Thus, in practice, companies could at best achieve a reduction of fines if they voluntarily reported export control law infringements to the enforcers. At worst, they would risk a wider investigation into their activities.

The new provision of Article 22 (4) AWG aims at encouraging companies to implement internal compliance programs as they may now apply for immunity. Thus, if during an internal review, a company discovers that an act amounting to a negligent breach was committed, it can avoid paying fines by reporting the incident to the competent authorities. In addition, in order to benefit from this provision, the company has to take “appropriate measures” to prevent any similar breaches from being committed in the future. There is no guidance yet on

what “appropriate measures” require. The first cases dealt with by the authorities will be of particular interest in order to understand the regulators’ approach.

It is to be noted, however, that Article 22 (4) AWG does not apply to all types of negligent infringements and does not cover at all situations where an intentional breach of export control provisions was committed. Finally, a company can no longer report a violation if the competent authority has initiated an investigation into the case.

Consequences for companies doing business in Germany

Consequently, a company which finds an infringement or potential infringement of export control should examine all available evidence to determine if the breach was intentional or negligent. Accordingly, companies should thoroughly assess, if necessary by seeking legal counsel, whether a potential export control law infringement qualifies for the voluntary disclosure framework in Germany, and how to put into place corrective actions capable of preventing the same offence from being committed again.

Indeed, if the company were to report an act that amounts to an intentional violation of the law, it would need to consider the issues and whether such a filing would facilitate the work of the prosecutor to instigate a criminal investigation. Therefore there is a risk that the effectiveness of the new voluntary disclosure framework may be jeopardized if companies refrain from reporting any incidents at all.

International perspective

Moreover, companies are advised to consider whether the behavior at issue may, at the same time, breach export control laws of other countries, and whether these jurisdictions provide for a voluntary

disclosure process. This would be particularly important in breaches of EU legislation as information may be exchanged among the different Member States which would in turn trigger investigations in other jurisdictions.

In addition, the export control and sanctions regulations of United States set forth detailed provisions regarding voluntary disclosures. The primary regulations are administered by the U.S. Departments of Commerce, State, and Treasury and all provide guidance to companies regarding voluntary disclosure and the mitigation afforded to companies making such filings. The U.S. Department of Justice also has acknowledged the benefits of accurate and complete voluntary disclosures related to export control and sanctions law violations and to date, has not elected to impose criminal penalties in such cases.

About Hogan Lovells

Hogan Lovells is an international legal practice that includes Hogan Lovells US LLP and Hogan Lovells International LLP. For more information, see: <http://ehoganlovells.com>

Article: <http://ehoganlovells.com/rv/ff00edb84bf4312bbf1eb736d428af7bb33dd16>

First Comes Knowledge

Complete up-to-date Knowledge and Understanding, Combined with Due-Diligence and Steadfast Compliance with all USG regulations by Frontline Workers is the only certainty in reducing risk and

Export Violations

Accreditation Survey Results Demonstrate Student Satisfaction

As a part of our re-accreditation process with the Accrediting Commission of the Distance Education and Training Council, students are surveyed by DETC. The results confirmed what our own end of course and student surveys have found—that students are overwhelmingly happy with the courses and programs at DSU. You can always see our annual student completion data and student satisfaction on our website. Just head to www.dunlap-stone.edu, click on ABOUT and then Consumer Information Disclosures.

Although 60% of the students surveyed had never taken an online course before, 100% said they would take a course through distance education again. All but two respondents said that they have or will achieve the goals they had when starting the course or program. Almost 97% of students would recommend the programs at DSU to a friend, and all but one respondent were satisfied with their studies at DSU.

Yet, the comments provided by DETC to the college are the most telling. Students took time to note the level of support and customer service they received. One

“...only place that offers truly industry specific courses.”

respondent said, “My student counselor did an excellent job of keeping me informed during the enrollment process- there were

never any surprises EXCEPT that everything went smoothly.” Another said simply, “Great school... EXCELLENT support!”

Another respondent verified what our students have told us for years, “It is the only place that offers truly industry specific courses.”

We invite current students to continue to voice their experiences in the classroom and with support services by completing end of course surveys or sharing their thoughts with the administration in order to allow us to continuously improve the services and educational content that best meets your needs.



Too Big for U.S. Ports

by: Rupert Neate, The Guardian

At 400 metres long and with 18,000-container capacity, vessels have triggered a scramble to build or adapt ports to accommodate them

The new Triple E ships, which will come into service this summer, will be able to carry 18,000 6.1-metre (20ft) containers, known as TEUs – three times as many as the biggest container ships 15 years ago. When US businessman Malcolm McLean invented the idea of carrying goods in metal boxes in the 1950s his first vessel, a converted second world war oil tanker the Ideal X, carried just 58 containers.

Today, if all the containers on a Triple E were stacked on top of each other they would touch the stratosphere – 29 miles above the earth. If they were unloaded on to a single train it would need to be 68 miles long. Inside, you could squeeze in 36,000 cars.

Because they’re so vast the Triple Es – which stands for economy of scale, energy efficiency and environmentally improved – will be able to move goods more cheaply and efficiently than current ships. But, they will be far too big for most of the world’s ports. No port in North or South America is currently able to take the vessels, nor the Panama canal locks – designed for the last generation of container ships.

Complete story at: <http://www.guardian.co.uk/world/2013/mar/06/triple-e-container-ship-europe>



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NCITD Scholarship Deadline May 1, 2013

Scholarship for Undergraduate and Graduate Students in the Field of International Trade.

The National Council on International Trade Development (NCITD), a not-for-profit corporation, is offering a scholarship for undergraduate and graduate students interested in the field of international trade. The scholarships will be awarded by a committee of board members in varying amounts, depending on the merits of the application. Applicants will have to submit, by mail, a completed application, a 2500 word essay, relevant academic transcripts, and a letter of recommendation by May 1, 2013. Submit to:

National Council on International Trade Development

1901 Pennsylvania Ave. NW
Suite 804
Washington, DC 20006

Application Form: <http://ncitd.org/publicdocuments/NCITD%20Scholarship%20Form%202013.pdf>

Source: Aaron Guffey, aaron@ncitd.org

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Regardless of whether you are an employee seeking to get a college education or a company representative overseeing employee benefits, Dunlap-Stone University is a great choice. Its tuition rates are among the lowest in the nation. Depending on the program you chose and your background, the tuition can be even less. Regardless, your education dollars will go further at Dunlap-Stone University.

- \$4,000 Health Care Achiever Grant. Students enrolled in DSU's Bachelor of Science in Health Care Administration qualify for this free money.
- U.S. Military Veterans Scholarship. This scholarship covers 25% of the tuition expense. It is open to all veterans and their immediate family members, even Vietnam veterans.
- Company Education Vouchers are accepted.
- Large organizations can set up private courses just for their employees. In these classes companies' confidential materials and topics can be taught to their employees and their supply chain spread around the world.

Dunlap-Stone University supports most organizations that provide grants, scholarships and education funding, including education reimbursement programs. Contact your advisor or consular for assistance.

Classes Starting Soon

March 2013

TRD-318 Introduction to OFAC
TRD-101 Getting Started in International Trade
BUS-405 Global Business Plan
TRD-216 Trade Compliance Environment 3
TRD-307 Understanding the EAR
TRD-366 Topics in Import Management
TRD-306 Understanding ITAR
TRD-320 Ethics in Trade Compliance
TRD-331 University Export Compliance Environment
BUS-403 Global Marketing
BUS-440 Legal Environment of Business
FAE-230 Business Accounting
FAE-450 International Economics
HCA-133 Introduction to Public Health
MGT-345 Organizational Behavior
SCM-412 Global Supply Chain Strategies
STM-160 Statistics in Business
TRD-140 Importing Duties and Regulations
TRD-311 Documentation for Export Compliance

April 2013

HAS-151 Introduction to American Government
HAS-191 Introduction to Theatre History
SCM-127 Freight Forwarder Practices
STM-108 Mathematics Fundamentals
STM-175 Introduction to Earth Science
TRD-330 Export Compliance Audits
TRD-201 Exporting/Importing Environment
BUS-208 Innovation and Entrepreneurship
TRD-317 Introduction to the Foreign Corrupt Practices Act
TRD-307 Understanding the EAR
TRD-308 Mastering ITAR Exemptions
TRD-325 UK: Export Controls
TRD-143 Introduction to CTPAT
TRD-306 Understanding the ITAR
HCA-133 Introduction to Public Health

May 2013

TRD-311 Documentation for Export Compliance
TRD-315 Deemed Exports
TRD-304 US Customs Broker Exam Prep
TRD-129 Introduction to Importing
TRD-201 Exporting/Importing Environment
TRD-307 Understanding the EAR
TRD-320 Ethics in Trade Compliance
SCM-125 Port Authority
SCM-202 21st Century Logistics
SCM-379 Warehousing Practices and Principles
STM-385 Information Systems in Global Business
TRD-141 Introduction to Incoterms(R) 2010
BUS-102 Introduction to Business
BUS-111 Customer Service Basics
BUS-113 Topics in Contemporary Business
BUS-303 International Business Ethics
FAE-263 Principles of Microeconomics
FAE-302 Global Finance Methods
HAS-103 Critical Thinking and Analysis
HAS-132 Introduction to Psychology
HAS-170 Introduction to World Religions
TRD-143 Introduction to CTPAT
TRD-299 Agreements Under the ITAR
TRD-306 Understanding the ITAR
TRD-308 Mastering ITAR Exemptions
TRD-321 Harmonized Tariff Schedule

Course start dates subject to change.



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DSU Adds EBSCO Online Library to Aid Research

Dunlap-Stone University is pleased to announce it has expanded its eLibrary services to include the EBSCO Business Elite online library services. The robust research tool can be accessed by enrolled students through the school's online classroom on each student's desktop and on the

school's web site by clicking Resources on the school's main page and then by selecting Student Resources. When accessed on the school's web site a password is required to enter the Student Resources section. Ask your Advisor or Counselor for the current password.

EBSCO is a premier online library resource service that will aid students in remaining current with topics of interest and in performing research needed for papers and projects. It consists of over 3500 different data sources that can be easily searched through its friendly design.

Teaching Positions Open Soon for Graduate Level Faculty

Due to the expansion of the university in the near future to include a Master of Laws degree in U.S. Regulatory Trade Law, Faculty Services is accepting resumes from individuals seeking adjunct teaching positions at Dunlap-Stone University. Candidates must possess a terminal degree--Juris Doc-

torate, Ph.D. or have a graduate degree and substantial experience and credentials in regulatory trade law topics. Teaching experience is preferred but not required.

Submit inquiries to:

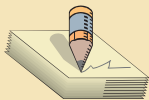
Caulyne Barron, Chief Academic Officer at:

cbarron@dunlap-stone.edu

NOTICE to Faculty

If you would like to be approved for additional courses to teach, you must have at least 18 graduate credit hours in the discipline or topic area to meet accreditation requirements. Contact Caulyne Barron to see if you meet the requirements at:

cbarron@dunlap-stone.edu



Dunlap-Stone University Student Honor Roll

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Congratulations to these Outstanding Students

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