



# World Trader

*A quarterly publication of the Midwest Global Trade Association*

Summer 2007 • Volume 4, Issue 2

## In this issue:

- [The Forum is back at MGTA!](#)
- [From the president](#)
- [Items of interest](#)
- [Upcoming compliance events](#)
- [Welcome, new members!](#)
- [MGTA calendar of events](#)

## The Forum is back at MGTA!

*by Mari McClafferty, MGTA Board Member*

**Forum** – *A public meeting or lecture involving audience discussion.*

On June 28, 2007, Attorney David P. Street (with Galland, Kharasch, Greenberg, Fellman & Swirsky, P.C., Washington DC) spoke on export and import regulatory compliance with the discussion around involvement in shipper's associations—the idea being that companies involved in the same type of trade can benefit by consolidating shipments with companies that ship similar commodities. Exporters can use the buying power of many versus the “lone ranger” exporter when dealing with the various carriers. David discussed the U.S. Department of Justice Safe Harbor Guidelines and the importance of reviewing the service contracts and select clauses.

David gave a very layperson-type overview on export and import compliance. A list of all the agencies that are involved in international trade was insightful, along with BIS settlements with freight forwarders. It's always refreshing to get an overview that takes complex issues and makes them easy for management to understand.

David provided U.S. Customs and Border Protection statistics for a typical day. To name a few, CPB employs 42,000 employees; manages 326 ports of entry, 85,300 customs entries, and 70,900 truck, rail and sea containers arriving in the U.S.; and made 2,984 arrests for illegal entry into the U.S. This demonstrated the importance of all compliance roles and partners at the Forum!

On the export side, the audience was asking how a company can tell if they will be on the U.S. Census Bureau audit list. I was able to help with that reply, as I had just gotten back from speaking at the 86th Annual American Association of Exporters & Importers Conference in New York on a panel with the head of the agency, Bill Bostic. Those exporters **falling below 95% on their AES Report Cards** will undergo more scrutiny and visits. Interaction in a Forum by attendees makes it more informative and real!

For importers, David mentioned that security is critical with the Import 10 + 2 Data Requirements, which include key information such as the names and addresses of the manufacturer, seller, consolidator, buyer, shipping recipient, importer of record, as well as the container stuffing location, consignee number, country of origin, and six-digit HS code.

Freight forwarders in the audience discussed how important companies' involvement in programs like the SAFE Port Act, the Secure Freight Initiative, and C-TPAT (Customs Trade Partnership Against Terrorism) are in case of another event. Participation in a Forum makes it lively!

During my many years of MGTA membership, I can recall past successes with Forums. I am happy that the Forum is back. The Forum has been revived by MGTA to involve senior management at your companies on current international trade topics. The MGTA Forum Committee welcomes suggestions from **you**, the MGTA membership, and volunteers on future Forum topics! Contact the Forum Chairs, Chad Laden ([chad.laden@mgta.org](mailto:chad.laden@mgta.org)) and Brooks Pavilack ([brooks.pavilack@mgta.org](mailto:brooks.pavilack@mgta.org)) to volunteer for future Forum events.

[\[Top\]](#)

## From the president

We are well into the summer, with more than half of 2007 past us. MGTA's education "season" has ended and the committee has begun planning for the 2007/2008 season. I do hope everyone is enjoying the year so far. The mosquitoes certainly have not been much of an issue in certain parts of Minnesota!

With this issue, I would like to recognize all the hard work our volunteers have done to make our networking, education, social, and special events such great successes. If I were to mention everyone involved, it would be a lengthy list. There are a few special volunteers that I would like to shine the spotlight on:

- Our Education Committee, headed by **Bonnie Anderson** for so many years, has provided our association with well-attended seminars on issues of great interest to our membership. It was sad to see Bonnie step down as chair of this committee. Thank you, Bonnie, for all that you have done.
- **Sandy Taylor** coordinated the Annual Meeting and is currently coordinating the upcoming 2007 Golf Tournament.
- There have been changes to our Web site, and I wish to thank **Whitney Docken** for her past and continued work in this area.
- **Christine Gates** and **Amelia Goepfinger** have been working on a volunteer project for the Association. Briefly, this project defines those candidates expressing an interest, defines their roles, and provides training and follow-up.
- **Lisa Larson** (from Nonprofit Solutions) and I created an archive record from all board meeting motions since the formation of the MGTA.
- **Theresa Walker** brought the Basecamp program to MGTA, which enables all volunteer committees to keep in contact through a single platform.

As you can see, we have been hard at work bringing new ideas and innovation to the organization. As MGTA continues to expand, we can look to all of our volunteers as the strength of our organization. A heartfelt "thank you" to everyone who has contributed to our success!

Sincerely,

*John Novak*  
*President, MGTA*

[\[Top\]](#)

## Items of interest

### **World Tariff Profiles**

The World Trade Organization (WTO) has published a document entitled "World Tariff Profiles," which details data on "bound" and applied tariffs of the 150 member nations. See [www.wto.org](http://www.wto.org) for more information.

### **Preferential Trade Agreements and Trade Programs Synopsis (Non-Textile)**

U.S. Customs and Border Protection has posted to its website an updated PowerPoint presentation entitled "Preferential Trade Agreements and Trade Programs Synopsis (Non-Textile)," which outlines the criteria that imported articles must meet to qualify for preferential treatment under various trade agreements and programs. Details can be found at [www.cbp.gov/linkhandler/cgov/import/international\\_agreements/fta\\_provisions.ctt/fta\\_provisions.ppt](http://www.cbp.gov/linkhandler/cgov/import/international_agreements/fta_provisions.ctt/fta_provisions.ppt).

### **Justice Department appoints first-ever national export control coordinator**

The Department of Justice announced June 20 that it has appointed Steven W. Pelak, a veteran federal prosecutor, to serve as the department's first-ever national export control coordinator. According to a DOJ press release, his position was created to improve the investigation and prosecution of illegal exports of U.S. arms and sensitive technology. In his new role, Pelak will be responsible for enhancing the capacity and expertise of DOJ prosecutors to handle such cases.

### **China Policy Rule**

- Creates a validated end-user (VEU) program which authorizes the export, reexport, and transfer of eligible items to specified civilian end-users in an eligible destination, initially the PRC.
- Facilitates trade by expanding the requirement to obtain an End-User Statement from the PRC's Ministry of Commerce for all licensed exports, with specific exceptions.
- Imposes a licensing requirement on exports of a targeted list of commodities, software and technology destined for a military end-use in the PRC.

### **Congress may have to break stalemate on mandatory AES**


*Shippers' NewsWire* reports that Congress may have to referee aspects of the 18-month impasse between the Department of Homeland Security and the Census Bureau over proposed regulations for mandatory filing of export declarations (mandatory Automated Export System). Regarding confidentiality of export information, DHS Deputy Secretary Jackson implied that, if the White House sides with DHS, it could seek a legislative exception that allows for blanket sharing of export data for national security purposes. (SNW, dated 06/21/07, [www.americanshipper.com](http://www.americanshipper.com))

**Need a job?  
Looking to hire?**

**The MGTA Job Board can help!**

Find your next import/export trade **job** or **employee** through the MGTA Job Board.

Click [here](#) for details.



[\[Top\]](#)

## Upcoming compliance events

### **Public session of the Deemed Export Advisory Committee (DEAC)**

*Bureau of Industry and Security*

July 30, 2007

Chicago, IL

### **20th Annual Update Conference on Export Controls and Policy**

*Bureau of Industry and Security*

October 31 – November 2, 2007

Washington, DC

### **ACE Exchange VI Conference 2007**

July 30-August 1, 2007

Brooklyn, NY

[More information](#)

This FREE event has a new format and agenda to include future ACE enhancements.

### **Crossing Borders 2007: America's Customs and Compliance Conference**

September 18–21, 2007

Wyndham Peachtree Conference Resort

Atlanta, Georgia

[More information](#)

[\[Top\]](#)

## Welcome, new members!

The following individuals have joined MGTA since March 1, 2007. Welcome!

### **Thierry Ajas**

*Business Development Manager*

SDV International Logistics

### **Pilar Alvarado**

Independent Packing Services

### **Dave Bode**

*Logistics Clerk*

Medtronic, Inc -- MECC

### **Robert Johnson**

Independent Packing Services

### **Marc Kettleson**

*Demand Planning & Forecast Manager*

Manhattan Toy Company

### **Nancy Knoble**

*Demand Planner*

Manhattan Toy Company

**Andrea Burns**  
Independent Packing Services

**Jean Chao**  
*Vice President of Strategic Business Planning*  
Griffin Marketing & Promotions

**Bow Crosby**  
*International Product Manager*  
Polaris Industries, Inc.

**Alice DeFilippo**  
*Customer Support Supervisor*  
Rosemount, Inc.

**Donald Dow**  
*President*  
Artograph, Inc.

**Denise Franz**  
*Compliance Manager*  
Seasonal Specialties, LLC

**Robert Garrett**  
*Senior International Licensing Analyst*  
Lockheed Martin Corporation -- Tactical Systems

**Elizabeth Glass**  
*Ocean Export Coordinator*  
Panalpina, Inc.

**Konnie Gurung**  
*Compliance/Audit Specialist*  
Medtronic, Inc.

**Katie Harris**  
*Import Customer Service*  
Panalpina, Inc.

**Jonathan Herzog**  
*Counsel - Trade, International*  
St. Jude Medical, Inc.

**Hank Imm**  
*Marketing Director*  
KOR-MINN Corporation

**Dan LaForge**  
*Quality Assurance Manager*  
Sensonix, Inc.

**Blair Morrison**  
*Transportation Supervisor*  
Rosemount, Inc.

**Julie Ostlund**  
*Compliance/Audit Specialist*  
Medtronic, Inc.

**David Rach**  
*Logistics Clerk*  
Medtronic, Inc -- MECC

**Robert Scarlett**  
Robert H. Scarlett

**Katie Sesker**  
*Export Transportation Specialist*  
GE Water & Process Technologies

**Karen Sorensen**  
*Assistant Product Manager*  
Premium Wear, Inc.

**Mickeal Thompson**  
*Shipper*  
Medtronic, Inc.

**Paul Tomsche**  
*International Sales Manager*  
Polaris Industries, Inc.

**Joseph Wallace**  
Independent Packing Services

**Ursula Wegrzynowicz**  
*Principal*  
Trade Acceptance Group, Ltd.

**Jason Zellers**  
*General Counsel - International*  
St. Jude Medical, Inc.

**Luba Zevelev**  
*Export Documentation Specialist*  
GE Water & Process Technologies

[\[Top\]](#)

**MGTA calendar of events**

**5th Annual Golf Tournament**

Monday, August 20, 2007 11:30am–8:30pm  
Rush Creek Golf Club, Maple Grove  
[More information & registration](#)

**Seminar:****Origin & Free Trade Agreements**

Tuesday, September 11, 2007  
7:30am-4:00pm  
Doubletree Park Place Hotel, St. Louis Park

**Seminar:****Valuation**

7:30-11:30am  
Tuesday, October 9, 2007  
Doubletree Park Place Hotel, St. Louis Park

**Seminar:****HTS & Workshop**

7:30am-4:00pm  
Tuesday, November 13, 2007  
Doubletree Park Place Hotel, St. Louis Park

Learn more about these and other upcoming events at [www.mgta.org](http://www.mgta.org).

[\[Top\]](#)

**About *World Trader***

*World Trader* is a quarterly publication of the Midwest Global Trade Association. Content is gathered via our membership and volunteers through news and media sources. While we make every attempt to insure the accuracy of materials, we provide no warranty or guarantee of accuracy. Specific information relating to trade and trade regulations offered is for informational purposes only and is not intended to replace the professional advice of an attorney, Licensed Customs Broker or other trade professional.

Articles submitted by our membership do not express the views of MGTA or the Board of Directors.

If you would like to submit an article for publication in the *World Trader*, please contact the MGTA office at [office@mgta.org](mailto:office@mgta.org). Articles should not be of the nature of a commercial solicitation of products or services; rather, they should be informative on topics of interest to MGTA membership at large.

Midwest Global Trade Association  
1821 University Ave W, Ste S256 • St. Paul, MN 55104-2897  
(651) 917-6257 • [office@mgta.org](mailto:office@mgta.org) • [www.mgta.org](http://www.mgta.org)