



World Trader

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From the president

CHRISTINE NELSON, MANHATTAN TOY
MGTA PRESIDENT



2 008 has come to an end. For MGTA, this is a time to celebrate the success and accomplishments of the year and thank all of those involved. It is also time for excitement regarding the opportunities 2009 will bring.

The education committee has put on ten seminars and a tour/networking event. A lot of hard work was put into each of these, resulting in the great programming MGTA members have come to expect. Many thanks to chairs **Amelia Goeppinger** (US Commercial Service), **Jack Ryan** (Jack Ryan & Associates), and **Sue Senger** (Saint Paul College), and to committee members **John Novak** (Bremer Bank), **Mary Jo Stangl** (Minnesota Trade Office), **Julie Dreke** (Cargill), **Chan Wahi** (Best Direct - Bridging India & USA), **Bonnie Eldridge** (Medtronic), **Jacky Jamieson** (The Willow Group), **Julia Lund**, **Deb Thompson** (Thompson Trade Services LLC), and **Jonathon Heinonen** (Cargill, Inc.). I would also like to thank board member **Colleen Erickson** (Target) for being the board liaison to this committee.

The membership committee, consisting of chairs **Megan Wolle** (Bremer Bank N.A.) and **Kathy Carlson** (FedEx) and members **Kevin Palmstein** (Zepol Corporation) and **Jeff Kauffmann** (Kuehne + Nagel, Inc.), has held phone campaigns, cleaned up the member listings, reviewed all membership materials, and begun coordination of member orientations and new volunteer recognition programs. I would also like to thank board liaisons **LJ Taugher** (MGTA office), **Scott Raes** (UPS), and **Troy McDonough** (Expeditors).

This is the fourth MGTA newsletter published this year, thanks to the communications committee. This committee has been very active in bringing MGTA into the modern century by posting pages on LinkedIn, Facebook, and MySpace. They have also tested a webinar feature that is expected to be used throughout 2009 along with many other exciting plans—stay tuned! Many thanks to **Mari McClaufferty** (Medtronic), **Mark Toth** (DB Schenker), the board liaisons leading this committee.

The association's annual events would not have been the success they were without the hard work of **Whitney Docken** (Target). Thank you for planning the 2008 annual meeting with MGTA president-elect **Sandy Taylor** (Hyundai), the 2008 golf event, and the 2009 annual meeting!

There were two special events this year that were put together by board members **Tom Habermann** (Superior Freight Services, Inc), and **Beth Pickering** (SPX Corporation). Thank you for your efforts in planning these additional programs.

Thank you to board members **Mark McNeil** (Lindquist & Vennum PLLP, honorary board member) and **Brooks Pavilack** (Polaris Industries) for your efforts in updating the association's bylaws and cooperating organizations agreement.

To keep the ball rolling on refining association policies and procedures, the board also put together a new sponsorship program. Various levels of sponsorship have been defined, along with specific benefits. This annual sponsorship program is expected to streamline the way the association secures sponsors, as well as make things easier for those generous members who choose to participate. Thank you to **Sandy Taylor, LJ Taugher, Whitney Docken, and Beth Pickering** for all the work and effort in developing and launching the program in time for sponsor participation in our 2009 annual meeting. ([Click here to download the sponsor packet and learn more!](#))

This year brings to an end the service of a few board members: **Brooks Pavilack** (Polaris Industries), **Chad Laden** (Global Transportation Services, Inc), **Troy McDonough** (Expeditors), and **Theresa Walker** (Cargill, Inc.). Please join me in thanking them for their service over the past three years.

Our election was held in November. In addition to a number of interested candidates, voting participation was at an all-time high. We are excited about this being a positive indicator of membership participation. The election has resulted in three new board members: **Jean Carlson** (Goodrich Sensors and Integrated Systems), **Jim Moore** (Dept 56), and **Judy Skoug** (Best Buy). The election also resulted in the return of previous board member **John Novak** (Bremer Bank). Congratulations to all! We look forward to your leadership.

Over the past several weeks, I have been working on transitioning things to **Sandy Taylor**, MGTA's 2009 president. Sandy has been instrumental to me and the association in getting things done. She has been a wonderful president-elect, supporting me in leading this association over the past year. Many of you who know Sandy can attest to what a positive leader she will be for our association. We should all look forward to seeing the results of her great leadership.

As I reflect on all the things that have occurred and gotten done this year, I can say with great confidence that the goals set by the board earlier this year have been accomplished. This is due not only to the individuals I have mentioned above, but to you, our members, who are also part of this success. Without you, the association would not be what it is. Thank you to all of you.

As I mentioned last month, being a member of MGTA means something different to each of us. For me, being involved is a chance to positively influence the local international trade community and give back to an industry that has given a lot to me. It has been an absolute pleasure to be the sixth president of MGTA, and I thank you for your support!



Visit LinkedIn and get connected with MGTA members!

The Midwest Global Trade Association is an organization of international business professionals that provides education, current information, and support to enhance the international business opportunities of its members and the community.

Owner: Mark Toth | [Join this group »](#)

Are northern border processes changing for passengers?

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MAURICE DESLAURIERS, CHB, NORMAN G. JENSEN, INC.

It isn't that we never knew to carry identification, or that we needed to show who we were to any Customs official when crossing the border. We all knew to carry passports or specific identification—especially when flying on an airplane, domestic or international. It's become a part of our lives since 9-11.

What we took as common sense has, as of January 1, 2008, become mandatory to anyone traveling via land, sea, or air under the Western Hemisphere Travel Initiative (WHTI).

The difference between “mandatory” and “enforcement” of same now lies with the common sense shown by CBP officials in concert with state, provincial, and federal officials from the U.S. and Canada. Difficulties like too much confusion, not enough information, and alternative ideas to be considered (such as “enhanced” driver's licenses) were enough to forego the actual implementation date of the new regulations.

So, as an American or Canadian citizen traveling for business or pleasure, what do you need to know?

Oral declarations of identity and citizenship are no longer accepted. Travelers who cannot produce for Customs identity and citizenship verification documents from a specified list may be delayed at the border while inspectors verify identity and citizenship manually.

What are the acceptable “documents”?

The best and most trusted way to verify identity and citizenship has always been a U.S. or Canadian passport. Other acceptable documents include:

1. U.S. passport card (currently available)*
2. Trusted traveler cards (NEXUS, SENTRI, or FAST)*
3. State or provincial issued enhanced driver's license (where available; this secure driver's license denotes identity and citizenship)*
4. U.S. military identification with military travel orders
5. U.S. Merchant Mariner document

*Frequent land border crossers are recommended to have one of these, if a passport is not used.

What if you don't have any of these documents? Are you stuck until you receive them?

No—but always remember that inspection of travelers is now dictated by the two (2) requirements needed: proof of identity and proof of citizenship.

Identification documents include a driver's license or identification card issued by a federal, state, provincial, county, territory, or municipal authority, or a U.S. or Canadian military identification card. All identification documents must have a photo, name, and date of birth.

Citizenship documents include a U.S. or Canadian birth certificate issued by a federal, state, provincial, county, territory, or municipal authority; a U.S. Consular report of birth abroad; U.S. Certificate of Naturalization; U.S. Certificate of Citizenship; U.S. Citizen Identification Card; Canadian Citizenship Card; or a Canadian certificate of citizenship without photo.

Are the processes changing? You bet. Who you are is more important than ever before, so take pride in it and don't forget to carry proof with you when traveling to and from Canada or the U.S., as a proud citizen of either country.

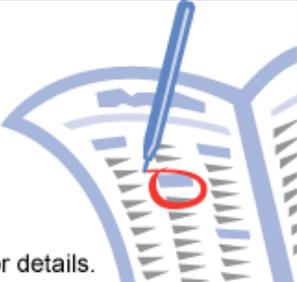
Maurice Deslauriers, CHB, is manager of compliance and regulatory affairs for Norman G. Jensen, Inc. in Massena, NY. Norman G. Jensen, Inc. is an MSP-headquartered CHB/FF/Logistics provider with more than 30 U.S. offices on both Canada/Mexico borders and U.S. Coastal/Inland ports, having provided service to its customers since 1937.

**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.



U.K. reduces VAT

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The U.K.'s standard rate of VAT has been reduced from 17.5% to 15% as of December 1, 2008. Blick Rothenberg reports that the reduction will have major implications for many businesses registered for VAT in the U.K., particularly given the short time between the announcement and its implementation.

[Download the Blick Rothenberg briefing sheet](#) providing their commentary on the rate change and some practical points that you might find useful.

Source:
Blick Rothenberg News, <http://www.blickrothenberg.com/News/Latest-News/Blick-Rothenberg-Pre-Budget-2008-commentary>
(accessed 12/23/2008)

Broker holiday

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AUTHOR UNKNOWN

Well, just to let you all know, Santa will not be coming in this year.

Because of incorrect Incoterms and incomplete documentation, all of the gifts for all the world will have to be returned to the North Pole (at his own expense). He decided to ship everything DDP, which completely changed who clears the shipment and, even though Schenker's handled the forwarding on all the gifts, we were unable to determine who the correct broker was. Schenker's and UTI wanted to clear, but Expeditors, UPS, FedEx, and DHL were fighting over the POA.

Determining importer of record turned out to be a nightmare since EVERYONE in the world wants a visit from Santa. New laws and regulations regarding entrance of exotic animals also had Fish & Wildlife forcing Rudolph and his crew back out before they could even land. All the electronics needed FCC and, since the North Pole is near Canada, they were trying to claim NAFTA.

Obviously, U.S. Customs refused to clear any of it without detailed product literature. Then we got tons of census warnings because the dimensions and weight were too unreal to calculate and because Santa could not prove where the materials to make the toys came from. (How can the North Pole be an improbable C/O?). He incessantly tried to prove that he makes all of his own gifts, but since there is no set tariff on "Santa-made" materials, they rejected his entry.

I thought that maybe if we could get his shipment cleared, we could at least dispatch some of the stuff through a Warehouse Entry, but, like I said, clearance through Customs was impossible.

Besides, how would the little kiddies feel when a big burly truck driver with the Postal Service delivered their toys instead of Mr. Ho Ho Ho and his tiny reindeer? Seriously, I can see the little kids filling out their own Post Entry Adjustment forms for misclassification.

Anyway, plan to provide your Christmas cheer another way, since Jolly Old Saint Nick will not be able to slide down the chimney this year.

HAPPY HOLIDAYS to all MGTA members!

Word scramble!

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Use the hints provided to unscramble the words. Be the first to submit the correct responses to win a \$50 gift certificate!

SCRAMBLED WORD OR PHRASE	YOUR ANSWER	HINT
aucseuirr maeiredsl	<input type="text"/>	author of the border crossing article
okvsoo	<input type="text"/>	this month's country spotlight
ininlkd	<input type="text"/>	MGTA's online social network

YOUR CONTACT INFORMATION (SO WE KNOW WHO WON AND HOW TO REACH YOU!):

Your name:

Your company:

Your e-mail address:

Your phone number:

Thank you!

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Country spotlight: Kosovo

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Kosovo has spun off from Serbia recognized by the EU and US not the UN.
Chamber of Commerce code: XK
For more info see: <http://www.nytimes.com/2008/02/18/world/europe/18kosovo.html>

World Trader is looking for your experiences traveling to foreign countries. Please send your travel experiences to office@mgta.org.

New hazardous materials regulations

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Lithium batteries require labeling under the new 2009 IATA Regulations.
For more information, see:
http://international.ups.com/2008/12/new_international_battery_regu.html

Welcome, new members!

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The following individuals have joined MGTA since October 3, 2008.
Welcome!

- **Patricia Colborn**, *Import Coordinator*, Graco, Inc.
- **Mark Graybill**, *Managing Director*, CEVA Logistics
- **Debbie Hansen**, *Customer Service Manager*, H.B. Fuller Company
- **Scott Kezar**, Marvin Windows and Doors
- **Staci Knaus**, Hyundai Merchant Marine
- **Virginia Kramer**, *Traffic & Distribution Coordinator*, Sico America
- **Mariama Larson**, Griffin International Companies
- **Mark LeGeros**, LeGeros
- **Michele Ligas**, *Account Executive*, CEVA Logistics
- **Jessica Linnert**, Griffin International Companies
- **Shelli Markgraf**, *International Traffic Coordinator*, Graco - Rogers - International Traffic
- **Kaleigh Martens**, Gopher Sport
- **Tiffany Martin**, Phoenix International Freight Services Ltd
- **Mike Morris**, *International Account Manager*, MTU Onsite Energy Corporation
- **Jennifer Nesheim**, *Purchasing & Traffic Assistant*, Sico America, Inc.
- **Glenn Rogers**, National Checking Company
- **Sherry Rozeveld**, Phoenix International Freight Services Ltd
- **Gary Schmidt**, *Transportation Manager*, Hearth & Home Technologies
- **Jake Schostag**
- **Trevor St. John**, Griffin International Companies
- **Tim Thoma**, *Freight Services Manager*, Northern Tool & Equipment
- **Wendy Vinge**, Graco, Inc.
- **David Waldo**, *Export Manager*, CEVA Logistics
- **Ken Wilm**, National Checking Company
- **Max Winters**, *Director of International Sales & Marketing*, Zinpro Animal Nutrition, Inc.

Upcoming events

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Mark your calendar and plan to attend our upcoming MGTA events. For more information about MGTA programs and meetings, [click here](#).

Export Management Systems: Making the Complex Manageable

How do you manage information, documents, and people so that what goes out the door is compliant? Whether it's basic or complex, establishing an Export Management System (EMS) will help you manage export-related decisions and transactions and ensure compliance with the Export Administration Regulations (EAR). Come learn what you need to set up your own EMS.

Seminar

January 13, 2009
8:00am-4:00pm
Target North Campus
[» Details & registration](#)

Annual Meeting & Reception

Ring in the New Year with MGTA! Learn what's new in our association, thank outgoing and meet incoming board members, mingle with friends and colleagues... and maybe even win a door prize!

Reception

January 15, 2009
5:30-9:00pm
Metropolitan Ballroom
[» Details & registration](#)

Other Government Agencies

The intersection of Customs and other government agency regulations can be one of the more difficult areas of managing your import operations. Get a broad overview of some of the other government agencies that have a role to play in importing, as well as a deeper look from the perspective of some of the agencies themselves—including the FDA.

Seminar

February 10, 2009
8:00-11:30am
Cargill Office Center
Details coming soon!

MGTA proudly recognizes our 2009 sponsors:

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(silver)



(silver)



(silver)



(silver)

NEVILLE PETERSON LLP

Counsellors at Law

(bronze)

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. 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.

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