



World Trader

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Import/Export Updates

By John Goodrich, Principal, JD Goodrich & Associates

One thing is certain about international trade: just when you've become comfortable with the regulations, they change. Perhaps that is what is so interesting about this field of business.

Keeping up with the changes can be challenging and, at times, unnerving. I sometimes find it difficult to go on vacation for fear of what I will miss when I am gone. With summer vacation time upon us, it seemed a good time to remind you of some important events occurring over the next few months. Also included are updates on anticipated events that will not be occurring.

Wood Packaging Phase 3 Deadline: July 5

The Animal and Plant Health Inspection Service (APHIS) of the US Department of Agriculture has done an excellent job at communicating wood packaging requirements to the trade. Their website at www.aphis.usda.gov/ppg/wpm is a wealth of information. Importers are reminded that phase 3 full enforcement of the WPM regulation goes into effect on July 5.

C-TPAT Changes Deadline: August 1

C-TPAT members have until August 1 to participate in a mandatory online C-TPAT Security Link Portal. The portal will be used to:

- Enter new applications.
- Instantly submit information updates and add new information.
- Maintain a "living" Supply Chain Security Profile that can be updated as needed and must be updated and re-certified on a yearly basis.
- Communicate directly with CBP C-TPAT and/or their designated C-TPAT Supply Chain Security Specialists using a secure system.
- Receive information directly from CBP to include cargo security alerts and sanitized intelligence information.
- Maintain a list of authorized users.

Current members who miss the deadline risk having their C-TPAT status suspended. For additional details, see the CBP website at www.cbp.gov/xp/cgov/import/commercial_enforcement/ctpat.

Mandatory AES filing delayed

Long-awaited changes to the Foreign Trade Statistics Regulations (FTSR) mandating use of the automated export system (AES) have, once again, been delayed. The changes would have made the paper export

declaration or SED obsolete. They also would increase penalties for improper filings substantially. A recent edition of the *AES Newsletter* stated "final publication unclear." For more on this topic, view the *AES Newsletter* at the Census website at www.census.gov/foreign-trade/aes/aesnewsletter042006.pdf.

ACE Exchange Conference in Chicago, August 15-17

Importers: CBP has announced its first ACE exchange conference in Chicago for mid August. The conference is divided into two sessions: one for brokers and importers, and the other for truck carriers. Unfortunately, registration for importers and brokers is already closed! Registration is still open for truckers. The purpose of the conference is to learn about ACE benefits and learn how to participate. For more information about ACE and the conference, visit www.cbp.gov/xp/cgov/toolbox/about/modernization/ace_ex_conf.

BIS Export Seminars, September 19-21

Mark your calendars for September 19 through 21. The BIS is planning to hold two informative seminars on export controls. The first, entitled "Complying with US Export Controls," will be held on September 19 and 20. The second, entitled "How to Develop an Export Management and Control Program," will be held on September 21. Registration is not yet open for these events, but additional information is currently available at www.bis.doc.gov/seminarsandtraining/seminardescription.htm.

BIS – Deemed Export Rule Changes on Hold; Deemed Export Advisory Committee Proposed

The BIS has announced it will not be making changes to the deemed export rules. Most controversial was a proposal to consider a foreign national's birthplace when reviewing deemed export licensing requirements. BIS has announced it will continue with its current approach of basing decisions on a foreign national's most recent citizenship or permanent residency. BIS also announced it will be continuing review of deemed export regulations through the proposed formation of a deemed export advisory committee. The Federal Register announcing this proposal can be viewed at <http://a257.g.akamaitech.net/7/257/2422/01jan20061800/edocket.access.gpo.gov/2006/pdf/E6-7778.pdf>.

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MGTA Marketing Strategy Advances

By Jason Ickert, Manager, Business Development, DHL Global Forwarding

There continues to be positive momentum in our organization as we strive to meet the goals we set for ourselves more than two years ago:

- To be the premier trade association in the five-state area.
- To grow our membership by 25% year on year 2004-2006.
- To increase our seminar attendance 20% by 2006 over the 2003 average.

Many of the initiatives that were paramount in moving MGTA toward these key goals—and many of the other activities that have occurred in support of MGTA's mission—were spawned by a small group known as the Strategic Task Force (STF). Supported by the MGTA Board of Directors, this team of dedicated volunteers has done a tremendous job of positively impacting the future of MGTA.

Having accomplished the tasks they set out to complete, it is with great thanks that we recognize the work of the following individuals who were a part of the STF:

- Ann Thomas
- Eduardo Viteri
- Jason Ickert
- Kerry Kane
- Larry Mathews
- Sandy Taylor
- Susan Senger

In our current environment, MGTA has created committees that will carry out the strategic tasks required to meet our defined goals. Please call the MGTA office today and find out how you, too, can contribute to the success of our organization.

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From the President

With summer upon us, and the MGTA education “season” at a close, it is a good time to recognize the hard work of all of our volunteers who have made the past year of networking and education a great success. While mentioning everyone involved would be a lengthy task, there are a few special volunteers that I would like to shine the spotlight on:

- Our Education Committee, headed by Bonnie Anderson, has provided standing-room only seminars on issues of great interest to our membership.
- Sandy Taylor, who coordinated the Annual Meeting, has worked with Chad Laden to develop additional networking events for membership. She is also coordinating our Annual Golf Outing.
- In a separate article, we recognized the dedicated group who comprised the Strategic Task Force, which has set Christine Gates on her way in coordinating and organizing the membership. Christine continues to push towards increased member involvement and overall improvement of the organization.

The Board of Directors has been hard at work, and our newest members of the Board have been at the forefront of bringing new ideas and innovation to the organization. I hope to keep this trend of bringing highly active members to the Board as we welcome Theresa Walker, our special Board appointee, and prepare for our general elections this fall.

As MGTA continues to expand in numbers and grow the quality and variety of programs offered, 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,
Mike Miklas, President

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MGTA Holds Director-Level Networking Event

By Sandy Taylor, District Manager, Hyundai Merchant Marine

April 27, 2006, MGTA hosted a director-level and above networking event at Biaggi's. I wish to thank all of those who attended and contributed to the success of the evening. Chad Laden (Branch Manager, Stonepath Logistics International Services, Inc) gave us a brief history on Customs and how it's evolving, along with an update on C-TAT and SOX.

The MGTA Events Committee looks forward to having similar forums and networking events in the future, at which management and above can get together to discuss changing trends in the industry and what their companies are doing to increase their success.

Just a reminder from the Events Committee: The 2006 Golf Outing is August 21st at Stonebrook Golf Club. This is a new venue with more space for those who come to the dinner. Registration and requests for sponsors and door prizes will be coming out shortly.

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Theresa Walker Elected to the Board of Directors

Theresa Walker was elected to the Board of Directors during the May board meeting to fill a vacant position. MGTA bylaws specify that if a member of the board leaves prior to the end of his or her term, the Board of Directors will elect a replacement.

Walker currently holds the position of Import Compliance Consultant, Cargill Tax & Customs. She has been working with international trade and customs issues since 1999. Before joining Cargill, she served as

Director, International Trade Services, at the law firm of White & Case LLP, Washington DC. During her six years in Washington DC, Walker actively participated in various trade associations, including Washington International Trade Association (WITA) and Women in International Trade (WIIT).

Walker has worked with many aspects of international trade and customs, including FTZs, advising on FTA negotiations and compliance, and assisting business with C-TPAT applications and compliance. She holds an MA in International Relations from Johns Hopkins University.

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Welcome, New Members!

The following individuals have joined MGTA since April 1, 2006. Welcome!

Bryan Aisenbrey
On-Site Representative
UPS Trade Management Services

Joel Anderson
Material Specialist
Identix Corp

Doug Barber
Cr. Compliance Director
Medtronic, Inc.

Sarah Carey
Customs Compliance Analyst
Best Buy Co., Inc.

Chris Carlson
Logistics Manager
Wilsons Leather

Kathleen Creamer
Account Executive
NNR Global Logistics USA Inc.

Alison Dinkin
Production Planner
Wilsons Leather

Cheryl Dockter
Logistics Manager
Minco Products, Inc.

Donald Dorn
President
Artograph, Inc.

Jonathan Flesche
Import Specialist
Rosemount, Inc.

Lina Jonuskaite
Student
Metropolitan State Univeristy

Tim Kelly
International Freight Clerk
Cargill, Inc.

Mary Kopidlansky
Operations Supervisor
NNR Global Logistics USA Inc.

David H. Leach
Sales Manager
NNR Global Logistics USA Inc.

Mitsy Lutz
Logistics/Supply Chain Director
Medtronic, Inc.

James MacDonald
Commodity Manager
Medtronic, Inc.

Dennis Potz
Branch Manager
NNR Global Logistics USA Inc.

Anita Scephurek
International - Domestic CargoShipping Specialist
Cargill, Inc.

Greg Schmit
Vice President - Procurement
Multi-Tech Systems, Inc.

Gene Schweiss
Vice President - Finance

Sean Simon
Logistics Coordinator
Identix Inc

Cathy Smith
Multi-Tech Systems, Inc.

Rachel St. Catherine
Export Compliance
Identix Corp

Christophe Touzelet

Peter Tulisaari
Vice President Sales
King Solutions, Inc.

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MGTA Calendar of Events

June

Tuesday, June 27, 2006
[US Customs National Import Specialists
Outreach Program](#)
9:00am Registration
9:30am–4:30pm Program
Metropolitan Ballroom, 5418 Wayzata Blvd, Golden
Valley
Please visit www.mgta.org for details.

Tuesday, June 27, 2006
[Networking Event](#)
5:00–8:00pm
Metropolitan Ballroom, 5418 Wayzata Blvd, Golden
Valley
Please visit www.mgta.org for details.

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August

Monday, August 21, 2006
[MGTA 4th Annual Golf Tournament](#)
11:00am–8:30pm
Stonebrooke Golf Club, 2693 County Rd 79,
Shakopee
Please visit www.mgta.org for details.

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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