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## MEMBERSHIP

WIT-LA members receive access to programs, education and networking opportunities. Enrich your international trade career and join today!

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## USEFUL TRADE LINKS

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[Informed Compliance](#)

[FDA Food Facility](#)

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# WITnews

Spring 2011



*Annual State of the Port Address, January 19, 2011 at the Proud Bird Restaurant. From left to right: Bruce Leeds, Braumiller Schultz LLP; Andrea Warren, Coppersmith; Edward Webb, Supervisor, Los Angeles Field Office, USCBP; Erin Vespe, Acting Assistant Director, Trade and Deputy Assistant Chief Counsel for Trade and Finance, USCBP; and Anne Maricich, Director, Center of Excellence and Expertise, USCBP.*

## President's Welcome

Dear WIT-LA Community,

I want to welcome you to the first WIT-LA newsletter for 2011!

Although WIT stands for Women in International Trade the nature of the organization and trade itself has evolved. International trade and people active in all the associated disciplines and trades have changed over the years and WIT has changed with them. We are now a **trade** organization representing people of all genders and backgrounds in the field. Our purpose is to assist our members, promote free and fair trade, and help lower barriers wherever they exist.

If your position is in export compliance, traffic management, customs entry, trade finance, or any of the other positions involved in international trade, your job and value to the company may not be fully understood by your management. That's where organizations like WIT-LA can help. Through WIT-LA you will meet other people whose job is similar to yours. This gives you the opportunity to exchange ideas, learn new things, and expand your horizons beyond the offices and hallways of your workplace. Attend WIT-LA events, get involved with the organization and grow with the organization.

We are offering many events and opportunities in 2011. Look at the calendar of events and put them on your calendar. Come prepared to participate and meet new people. You may even want to bring your boss along!

Very truly yours,

Bruce Leeds



## Feature Article: Third Annual Americas Business Forum

*By Elizabeth Glynn, EMG Global Business Solutions*

This year's Americas Business Forum, Creating Jobs through Exports, took place on March 2, 2011. It was hosted by the Los Angeles Area Chamber of Commerce, the UCLA Anderson School of Management, and the U.S. and Foreign Commercial Service. Senior Commercial Officers from 14 U.S. Embassies throughout the Western hemisphere shared their business acumen and insight with U.S. companies interested in expanding their presence in overseas markets. Each representative shared the potential for best prospects as well as insights in facilitating successful business opportunities. Additional technical sessions addressed protecting IPR, options for financing exports, logistics, marketing, and legal issues.

During the luncheon presentation [Under Secretary of Commerce Francisco Sanchez](#) noted the importance of international trade to the U.S. economy, and highlighted the continuing benefit of (1) raising awareness of global markets, (2) helping take the mystery out of exporting, and (3) sharing the tools needed to achieve outcomes. Under Secretary Sanchez shared that more than 19 federal agencies have contributed a role in supporting trade and the National Export Initiative ([www.export.gov/NEI](http://www.export.gov/NEI)), the

objective of which is to double exports and create two million jobs within five years (by 2014). In 2010 there were 34 trade missions involving over hundreds of companies. Since the NEI was implemented in March 2010, various programs have assisted more than 5,000 companies in achieving export success (primarily focused on emerging markets). During the Q&A segment, he shared that a new markets initiative involving UPS, FedEx, and the U.S. Postal Service helped to train sales representatives in order to identify companies with export potential. Remarkably, during a five-month period over 1,000 leads were identified and assisted with expanding exports. At the conclusion of his talk, Under Secretary Sanchez presented Jerry Tyler, Heart of Nature (Bakersfield) with an award in support of his company's export success.

For more information and to view Photo Gallery and Presentations, go to the [LA Chamber website \(click here\)](#).

### Resources:

- [LA Chamber – Global Initiatives Council](#)
- [UCLA Anderson School of Management](#)
- [U.S. and Foreign Commercial Service](#)

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## Compliance Corner: C-TPAT Revalidations — Are You Ready?

*By Bruce Leeds, Braumiller Schulz LLP*

C-TPAT is the Customs-Trade Partnership Against Terrorism, a government/trade partnership to help protect the import supply chain against terrorist threats.

Importers and other parties, such as customs brokers and carriers, can voluntarily decide to participate in the C-TPAT program. Companies that do are entitled to benefits from US Customs & Border Protection (CBP). These include a reduced likelihood of CBP examinations and "front of the line" treatment in instances where examinations are required.

An importer applying for C-TPAT participation must undergo a validation of their supply chain security. In effect CBP will visit the importer and review their supply chain to verify that the appropriate security controls are in place.

Where there is a validation there must also be a revalidation. This involves having CBP pay a return visit to ensure that the original controls are still in place and that the importer is taking additional steps

to protect the security of its supply chain. At first, C-TPAT was not a regulatory program; however Congress subsequently enacted provisions in the SAFE Port Act of 2006 to formally implement it. That same legislation created the requirement for a periodic revalidation.

A revalidation must be performed within four years of the initial validation. CBP may request initial information from the C-TPAT participant prior to the revalidation. This may include a five step supply chain security risk assessment or a review and updating of the importer's data in the C-TPAT web portal.

The importer will be contacted by a CBP Supply Chain Security Specialist to schedule a date for the revalidation. CBP may elect to revisit the domestic offices and distribution centers of the importer. In many cases they instead choose to visit one or more non-US suppliers to that importer. That means that CBP will be visiting the non-US supplier and other partners in the supply chain, such as the in-country freight forwarder, trucker, and shipping line.

## Compliance Corner: C-TPAT Revalidations — Are You Ready? *Con't.*

By Bruce Leeds, Braumiller Schulz LLP

As an example, a US importer receives shipments from suppliers in France and Indonesia. CBP may identify Indonesia as the higher risk supply chain and advise the importer that they want to visit the importer's supplier in Indonesia. A visit will be scheduled. The importer can participate in the revalidation in Indonesia, as can their forwarder, customs broker, consultant or attorney. While in Indonesia, CBP may also visit the trucking company that transports the goods to the port, and to the carrier in the port that transports the goods to the US.

As a result of the revalidation the importer may be

requested to put corrective actions in place to address supply chain security deficiencies noted by CBP.

When the revalidation is complete, the importer may retain its C-TPAT eligibility and tier status or have its eligibility suspended or tier status raised or reduced.

Importers and other C-TPAT participants are advised to take revalidations very seriously and continually monitor and update their supply chain security. This is not an instance where you can be accepted to the program then rest on your supply chain security laurels.

## 19th Annual 'Day at the Races' – Saturday May 7, 2011

By Elizabeth Glynn, EMG Global Business Solutions

Mark your calendars for our 19<sup>th</sup> Annual 'Day at the Races' celebrating World Trade Week. We'll be enjoying the 137<sup>th</sup> running of the Kentucky Derby, the greatest two minutes in sports, our designated group race, and live races throughout the afternoon.

Organizations supporting this year's event includes

- [Women in International Trade-Los Angeles](#)
- [Foreign Trade Association](#)
- [Institute of Management Consultants](#)
- [Thunderbird Alumni Association, Southern Calif.](#)
- [German American Business Association](#)

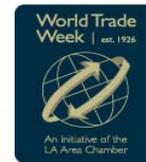
The afternoon includes a delicious gourmet lunch on the Finish Line Café, a private area located directly above the finish line. Between races trade professionals and their guests will have ample opportunity to network with attendees throughout Southern California and beyond. Based on schedules, participants join us for lunch and several races, others spend the entire afternoon. As always, there's an opportunity to participate in the ever popular 'Lost Ticket Raffle.'

This is an 'advance purchase' event; tickets will be mailed to participants about two weeks prior to the Races. We have 50 tickets, available on a first come basis. Confirm your participation at this popular event. Purchase your tickets early.

To register, go to [www.wit-la.org](http://www.wit-la.org) – see upcoming events.

We look forward to...

*Seeing you at the Races!*



Join us in celebrating the 19<sup>th</sup> annual

### 'DAY AT THE RACES'

Network with global trade professionals. Enjoy an afternoon at the races. Place your wager, if you feel lucky, on the Kentucky Derby or our group race! Win prizes in the 'Lost Ticket' raffle – an event favorite.

DATE: **Saturday, May 7, 2011**

WHERE: **Hollywood Park - Finish Line Café**  
(private patio, best location in the Park)  
Directions: <http://hollywoodpark.com/visit>

TIME: **10:30 a.m. to 4:00 p.m.**  
Post time (1<sup>st</sup> race): to be advised.

DRESS: Business casual to dressy; please NO jeans  
Ladies, wearing hats is a Derby Day tradition.

COST: **\$48.00** per person.

Cost includes entry into Hollywood Park, gourmet buffet lunch, private seating on the Finish Line Café, general parking, and program. Seats are limited!

**Advanced ticket purchase required** (tickets will be mailed). To register online, visit [www.wit-la.org](http://www.wit-la.org) and click on the [Upcoming Events](#) link.

For information about World Trade Week, visit [www.worldtradeweek.com](http://www.worldtradeweek.com).

## Women in Finance: Time for a Change?

*By Jamie Shay (Originally printed in GTNews, March 3, 2011. Reprinted with permission from SWIFT.)*

Taking responsibility for career choices is particularly pertinent in the financial services industry, and especially so for women.

There has been increased debate recently about getting women more actively involved in the higher echelons of business. It was an issue at this year's World Economic Forum (WEF) in Davos, and the UK government is considering whether it should recommend steps to increase the number of female board members in the UK. But while companies and governments have a role to play, we - women and men - need to take responsibility for our own careers.

When I first started working with, although not at, SWIFT in 1974, I told my friends and family that this would be the company where I'd like to finish my career. I loved the people, the culture and, of course, the work. Little did I know that my wish would come true. I have been in the financial services industry for 43 years now, and am retiring this year from SWIFT. Looking back on those years, I am struck by the changes that both the industry and we, as women, have undergone.

I have come a long way, but it hasn't all been straightforward. I remember being patted on the head by a male colleague back in 1974. But neither has it been a continual struggle against prejudice and discrimination because of my gender. After all, I was the third woman to head the standards department at SWIFT. The trick for women working in the financial industry is to step up to the plate, learn the nuts and bolts of a company, and get involved. After all, who wants to hire or promote anyone - male or female - who takes the easy route?

Taking responsibility for career choices is particularly pertinent in the financial services industry, and especially so for women. When I started my career in 1968 at European American Bank (EAB), as a summer intern - moving into the reconciliation department in 1970 - I quickly learnt the way to establish myself as an asset. Starting on the operations side of the industry meant that I learnt the guts of banking and this shaped my work ethic. Having that level of knowledge also does wonders, not only for your confidence, but also for your reputation. I became known for my expertise, and by the time I left EAB after 13 years, I had worked my way up to a vice presidency.

### Challenges and Opportunities

However, my career has been peppered with

workplace challenges related to my gender. One early experience shaped my outlook and gave me a perspective on the position and progression of women in finance that I would otherwise have lacked. Early on I had the audacity to question a superior because I thought he was acting in a discriminatory manner, and I was almost fired. After a colleague pointed out that this wouldn't be legal, the company challenged me and asked me to sit a programming aptitude test. To everyone's surprise and my personal delight, I scored very highly. This presented me with a great opportunity to work in systems. I took this challenge on and went for it all guns blazing - something you have to do if you want to further your career.

There was also an underlying assumption in the financial industry in the 1970s that if a woman was doing well within a financial company she must be doing something more than just working hard. In the beginning I was very angry about this, but I credit my parents for reminding me that as long as I knew I was succeeding because I was good at my job, what did I care what others thought? The importance of choosing my battles wisely became my mantra. I didn't want to let any underlying prejudice force me into making bad decisions that would hinder my progress.

That undercurrent of prejudice hasn't completely disappeared. However, I think the corporate world is changing and there is greater recognition and respect for promotions based on merit. The assumption is that if you are an executive (man or woman), you've earned it.

But women have still got to help themselves. Too often, women go for the 'velvet jobs' - the soft roles that don't have the scope for advancement and don't allow you to really get to know the nuts and bolts of the company. By contrast, working in the operations side of the industry, for example, is a great way to position yourself as a real source of knowledge about a company. It's only in the past decade that women have proactively taken on roles that allow them to understand how a company actually works. Don't be afraid to put your hand up, roll up your sleeves and give it a go. And this advice is as applicable to men as it is to women. After all, would you hire or promote someone with a lack of expertise into a senior level position? I certainly would not.

### Corporate Culture

The role of companies in this process is an interesting one. They must create an environment where women want to be and are able to progress. Having a diverse workforce will not only attract other women, but also

## Women in Finance: Time for a Change? *continued*

By Jamie Shay (Originally printed in GTNews, March 3, 2011. Reprinted with permission from *SWIFT*.)

encourage those already in employment to stay and ultimately flourish. But if a company or your manager isn't supporting your development for any reason other than that you aren't doing the job well enough, take charge of your career - and get out.

I am living proof that women can have both a family and a successful career. Or, in my case, two careers. Having left my role as SWIFT product manager at Chase Manhattan Bank to juggle motherhood with a variety of jobs to support the family, the offer to join SWIFT full time as an analyst in 1996 came as an exciting surprise. My hard work had paid off, as I was well known within SWIFT by this point.

It has been over 15 years since then and I could never have known the doors that this would open, or the

level of knowledge that I would gain. I didn't think that at 56 I could learn so much more about this industry, but becoming head of standards in 2007 gave me the opportunity to get back to the top of my game, while working in an area that I love.

My successor, Juliette Kennel, will no doubt lead the SWIFT standards team to new heights and I am behind her 100%. It is very important for women to support other women within the financial industry.

Despite being successful, we cannot become complacent. Change takes time. My advice to the next generation of financial services professionals - women and men alike - is to go for the gold. No one else is going to do it for you.

## Ways To Help Japan

By Nancy Woo Hiromoto, Vice President, Sales & Business Development, N.F. Stroth & Associates  
Past Chair, Women in International Trade, Los Angeles  
Chair, Japan America Society of Southern California



We are all deeply saddened by the recent disasters to strike Japan. We understand many members have close ties to Japan, and in an effort to communicate how WIT members can help, we are pleased to provide the following information.

For those who are trying to locate someone in Japan or would like to contribute information, Google has set up a Crisis Response site at <http://www.google.co.jp/intl/en/crisisresponse/japanquake2011.html>.

If you would like to send messages of condolences or offers of assistance, you can send an email to [emb-consulate.dc@ws.mofa.go.jp](mailto:emb-consulate.dc@ws.mofa.go.jp). Please include (1.) Name/Company, (2.) Contact Address, (3.) Details of offer (4.) any additional information.

On the morning following the earthquake, Japan American Society of Southern California (JAS) established the "2011 Japan Relief Fund" to aid victims in Japan. To view a segment of KCAL News which discussed the Relief Fund, please visit <http://losangeles.cbslocal.com/2011/03/18/donate-through-the-japan-american-society-of-southern-california/>. All donations will be forwarded to the proper, full-time humanitarian organizations in Japan, as recommended by the Government of Japan and the United States Embassy in Tokyo, whom JAS is working closely with.

In addition, JAS website offers other donation options, such as a direct link to the American Red Cross, as well as "Drive-Through" Donation opportunities available at local venues such as Dodger Stadium and the Rose Bowl. For more information, contact Japan America Society Of Southern California at (213) 627-6217, e-mail to [info@jas-socal.org](mailto:info@jas-socal.org) or visit [www.jas-socal.org](http://www.jas-socal.org).

Our thoughts and prayers go out to friends, families and colleagues in Japan and their loved ones here in the U.S.



## WIT-LA News

### MEMBERSHIP

#### *New Members*

WIT-LA is pleased to announce our newest members of 2011 and invite you to connect with them.

**Juliette Clark**  
Student

**Marla Corburn**  
Reckitt Benckiser Pharmaceuticals

**Charles Hunt**  
Senior Program Development Specialist  
Calif. State University Dominguez Hills

**Donna Hutchinson**  
Director Customs Brokerage  
Morrison Express Corporation

**Marsha Misle**  
Partner, World Search Partners LLC

**Devorah Worch**  
Founder BioExport International

#### *Member Profile*

Each *WITnews* newsletter will highlight a WIT-LA member to help you better know your WIT-LA community. **Kevin Ricciotti**, Account Executive at Avalon Risk Management, is our featured member this quarter. Kevin is also a member of the WIT-LA Scholarship Circle which contributes to our Shostak Scholarship.



Kevin chose to be a member of WIT-LA because of the reputation the organization had in the logistics community. Kevin says, "I was looking for an organization that could provide me with knowledge and insight I could take to my customers to ensure they're well informed on the issues facing our industry. With the meetings I have attended since joining, I find myself learning not only from the speakers but the members themselves. I look forward to many years of supporting WIT and becoming a valuable resource within the association."

Kevin Ricciotti is a licensed insurance broker and strives to become a top producer in the commercial transportation insurance industry. He is currently an

Account Executive at Avalon Risk Management and brings in excess of 14 years of sales experience, focusing on taking a consultative approach in dealing with his customers. Incorporated in January 1998, Avalon currently has 10 offices nationwide and has positioned itself as a premier provider of innovative insurance and surety solutions for the International Trade and Transportation community.

Prior to Avalon Risk Management, Kevin was a Senior Financial Consultant at Alchemy Inc. in Irvine, California. During this time, Kevin spent 6 years providing financing for logistical companies looking for commercial warehouse space. Prior to that, he worked for Greystone Financial also focusing on the financing of commercial and residential real estate.

Kevin is an active member in several other organizations such as the California Trucking Association, Los Angeles Transportation Club, Los Angeles Customs Brokers & Freight Forwarders Association, and the LA Air Cargo Association.

Kevin has his Bachelor of Arts degree in Consumer Economics from the University of Delaware in Newark, Delaware and currently resides in Redondo Beach, California.

If you would like to contact Kevin, he can be reached by email at [kricciotti@avalonrisk.com](mailto:kricciotti@avalonrisk.com) or by phone at 310-337-7050 ext.209; mobile: 424-789-1231.

#### *Member Accomplishments*

Congratulations to **Andrea Lanouette** on her promotion to Regional Vice President for Avalon Risk Management's Los Angeles Office! Avalon Risk Management provides insurance and surety solutions to the transportation and logistics industries and Andrea has more than 25 years of experience in the international transportation insurance area. She is also very active in the trade community and we commend her on her achievement! [Click here to read the full press release.](#)

Do you have an accomplishment you would like to share in *WITnews*? Please contact us to be included in our next newsletter.

## WIT-LA News

### SCHOLARSHIPS

By Diane Hudson, Global Sales and Marketing Manager, US COM Logistics - Los Angeles

#### **Marjorie Shostak Scholarship**

We are honored and delighted to present the 2010 Marjorie M. Shostak Scholarship Award to **Ms. Karine Panosian**. Ms. Panosian is a full-time student at California State University, Northridge (CSUN) pursuing a double major in Business Administration and Business Law. Ms. Panosian is currently participating in the Bachelors in Business Administration exchange program and studying abroad in Nancy, France. Ms. Panosian is passionate about public international business law and has participated in, and won, mock trials beginning in the 8<sup>th</sup> grade. While attending CSUN she has been on the Dean's List for each and every semester beginning with Fall 2007 up to Spring 2010 prior to leaving for Nancy, France. She has received numerous awards including the Business Law Book Award, the Karen Duran Scholarship and the 2009-2010 Case Competition Award. Ms. Panosian was very involved with the Business Honors Program where she has served as a Mentor, Tutor and Vice President of the Tutoring Program and plans to continue this work upon her return to the United States.

#### **Gladys A. Moreau Scholarship**

We are honored and delighted to present the 2010 Gladys A. Moreau Scholarship Award to **Ms. Veronica Pugin**. Ms. Pugin is pursuing a double Major in Economics and International Relations at Claremont McKenna College. Ms. Pugin is an inquisitive and energetic woman with demonstrated commitment to sustainable economic development. While attending Claremont McKenna College she has been actively

involved in numerous organizations and non-profits such as Consulting within Reach, Opportunity Fund and Grail Family Services. She has held internships with Grameen Creative Labs, Nuru International and the Goldman Sachs Investment Management Division (IMD) Spring Intern Program. She was also sponsored by the Lowe Institute of Political Economy to attend the Harvard Kennedy School International Development Conference. Ms. Pugin is currently studying abroad at the University of Sevilla in Sevilla, Spain. She has received various awards such as first place at the International Leadership Association's Prague Student Case Competition.

Both scholarship awards were presented at our WITmas event in December, 2010.

#### **Scholarship Circle**

A special note of thanks to our Scholarship Circle members:

- > [Avalon Risk Management](#)
- > [MKC Customs Brokers](#)
- > [Norman Krieger, Inc.](#)
- > [Panalpina, Inc.](#)
- > [Price Transfer, Inc.](#)
- > [Roanoke Trade](#)
- > [Stein Shostak Shostak Pollack & O'Hara LLP](#)

WIT-LA commends and appreciates your loyal support!

### PROGRAMS

#### **Event Recap**

The "Getting Past Ni-Hao" event had a great turnout and was enjoyed by all. So much, participants have requested a follow-up session! Stay tuned for Getting Past Ni-Hao Part II. Join Terri Batch, Senior International Trade Specialist with the U.S. Department of Commerce and Lanie Denslow, International Director of the Fashion Institute of Design & Merchandising, as they partner on this fun and educational event to teach you the basics of Chinese language and culture. You really will be speaking Chinese at the end of the seminar. This non-intimidating training will prove useful with any business dealing you have with China.

#### **OWIT News**

[The Organization of Women in International Trade \(OWIT\)](#) is the parent organization to WIT-LA and is giving you an opportunity to expand your network by posting your profile on the TIAW (The International Alliance for Women) website. This opportunity for global networking is one of the benefits of OWIT's partnership with TIAW, an umbrella organization of women's business associations around the world representing 50,000 members. Contact Julia Wright at [secretary@owit.org](mailto:secretary@owit.org) for your password and check out TIAW's revamped site at [www.tiaw.org](http://www.tiaw.org).

## WITmas in Mexico, 1 December 2010

By Elizabeth Glynn, EMG Global Business Solutions

WITmas in Mexico (December 2010) was a joyous celebration of the holiday season and the closing of the 2010 year. More than 90 participants came together at Acapulco's in San Pedro to share our Annual Holiday Celebration and Charity Benefit. The event served as our key fundraising support of Room to Read (RTR), <http://www.roomtoread.org>. Attending this event were RTR representative Greg Seltzer and fellow Los Angeles Chapter members. Also attending was Vice Consul Mrs. Kgotso John of South Africa.

John Wood, a former Microsoft executive, launched Room to Read after a trek through Nepal where he visited several local schools and was saddened by the tremendous lack of resources. Driven to help, John built a global team to work with rural villages to build sustainable solutions to their educational challenges. Seeking to transform the lives of millions of children in developing countries by focusing on literacy and gender equality in education, Room to Read today builds schools and establishes libraries in Nepal, Vietnam, Cambodia, India, Sri Lanka, Laos, South Africa, Zambia, and Bangladesh.

Interestingly, I had the opportunity to hear John Wood, executive chairman, address an auditorium full of professionals at the CAA (Creative Arts Agency) in Los Angeles. John shared his vision of Room to Read. During the open question period, a woman thanked him for the immensely important contribution RTR has made in so many countries, and, in particular, throughout Asia. She shared that indeed she was one of the many girls that Room to Read had benefitted, and how grateful she was for this program. It was

indeed impressive to have someone share such a personal moment and to reiterate how valuable the RTR programs are for young girls

During the WITmas presentation, 2010 WIT-LA board members were thanked for their contributions over the past year, and 2011 board members were welcomed. The recipients of the Marjorie Shostak and Gladys Moreau scholarships awards were announced – see highlights noted in this newsletter under Scholarship. While neither scholarship recipient was available to receive her award, the good news was that each was pursuing academic studies overseas. This year's Room to Read donation was provided in honor of Mary Stroth, a dedicated children's educator and mother of 2010 WIT-LA President Sarah Stroth. Vice Consul Mrs. Kgotso John of South Africa was delighted to learn of RTR's interest to expand its support in South Africa.

Into the future, WIT-LA has committed to raise funds with the objective of supporting the building of a **\*\*Room to Read** library in South Africa. To learn about upcoming Charity Benefit events, please check the WIT-LA calendar.

\*\*Room to Read strives to end the poverty cycle one child at a time by building schools and libraries and providing long term scholarships to girls in the developing world. To make your contribution to **Room to Read** through the **WIT-LA contribution fund**, please [click here](#). To learn more about the organization, you can visit [www.roomtoread.org](http://www.roomtoread.org)



World Change Starts with Educated Children®

### Our Vision

Room to Read believes that World Change Starts with Educated Children. We envision a world in which all children can pursue a quality education that enables them to reach their full potential and contribute to their community and the world.

### OUR IMPACT

Schools	1,442
Libraries	11,246
Books Published	553
Books Distributed	9.4 million
Girls' Scholarships	10,590
Children Benefited	5.1 million

results updated quarterly

## Upcoming Events

### WIT User Group: Import and Export 101 for Entrepreneurs

*When:* Wednesday, April 13 from 12:00 pm to 2:00 pm  
*Where:* American Honda Motors, Torrance  
*Register:* [www.wit-la.org](http://www.wit-la.org)

### Routed Export Transactions

*When:* Wed., April 20 from 10:00 am to 11:30 am  
*Where:* Webinar  
*Register:* [www.wit-la.org](http://www.wit-la.org)

### World Trade Week Day at the Races

*When:* Saturday, May 7 from 10:00 am to 2:00 pm  
*Where:* Hollywood Park, Inglewood  
*Register:* [www.wit-la.org](http://www.wit-la.org)

### World Trade Week Luncheon

*When:* TBD  
*Where:* TBD  
*Register:* [www.wit-la.org](http://www.wit-la.org)

### Finance and Letters of Credit

*When:* Wednesday, June 15 from 6:00 pm to 8:00 pm  
*Where:* Proud Bird Restaurant, LAX  
*Register:* [www.wit-la.org](http://www.wit-la.org)

### WITmas in July

*When:* Wednesday, July 20 from 5:30 pm to 8:00 pm  
*Where:* Acapulco Restaurant, San Pedro  
*Register:* [www.wit-la.org](http://www.wit-la.org)

### WIT User Group: Understanding Antidumping and Countervailing Duties

*When:* Wed., August 17 from 12:30 pm to 1:45 pm  
*Where:* American Honda Motors, Torrance  
*Register:* [www.wit-la.org](http://www.wit-la.org)

### Cargo Loss: Natural Disasters and Piracy Theft

*When:* Wed., Sept. 21 from 10:00 am to 12:00 pm  
*Where:* Port of Long Beach  
*Register:* [www.wit-la.org](http://www.wit-la.org)

### WIT User Group: Incoterms

*When:* Wed., October 19 from 12:30 pm to 1:45 pm  
*Where:* American Honda Motors, Torrance  
*Register:* [www.wit-la.org](http://www.wit-la.org)

### WITmas

*When:* Wed., December 7 from 5:30 pm to 8:30 pm  
*Where:* L'Opera Restaurant, Long Beach  
*Register:* [www.wit-la.org](http://www.wit-la.org)

## Cooperating Organization Events

### Futurallia KC 2011

*When:* May 18-20  
*Where:* The Kansas City Convention Center, Kansas City, Missouri  
*Register:* <http://www.futuralliakc2011.com>

### 90th American Association of Exporters and Importers (AAEI) Annual Conference & Expo

*When:* June 5-7, 2011  
*Where:* New York, New York  
*Register:* <http://www.aaei.org/>

*OWIT is pleased to announce its partnership with the American Conference Institute (ACI) that will offer OWIT members discounts on the following events listed below. As an OWIT member you are entitled to a \$200 discount off of the full registration conference price as well as a 25% discount for any groups of 4 or more. (Group registration must be done at the same time to take advantage of the discount.) Must reference discount code "OWIT". Should you have any questions, do not hesitate to contact us at [partnerships@owit.org](mailto:partnerships@owit.org).*

### Global Encryption Controls

*When:* April 27-28, 2011  
*Where:* San Francisco, CA  
*Register:* <http://www.americanconference.com/trade/Encryption.htm>

### LAEDC International Trade Outlook: Celebrating L.A. County's International Ties

*When:* May 18  
*Where:* Long Beach Convention Center  
*Register:* <http://www.eventbrite.com/event/1381055775>

### Import Enforcement & Compliance

*When:* May 25-26  
*Where:* Washington, DC  
*Register:* <http://www.americanconference.com/trade/Import.htm>

*To submit an event, contact the Program Committee at [info@wit-la.org](mailto:info@wit-la.org).*

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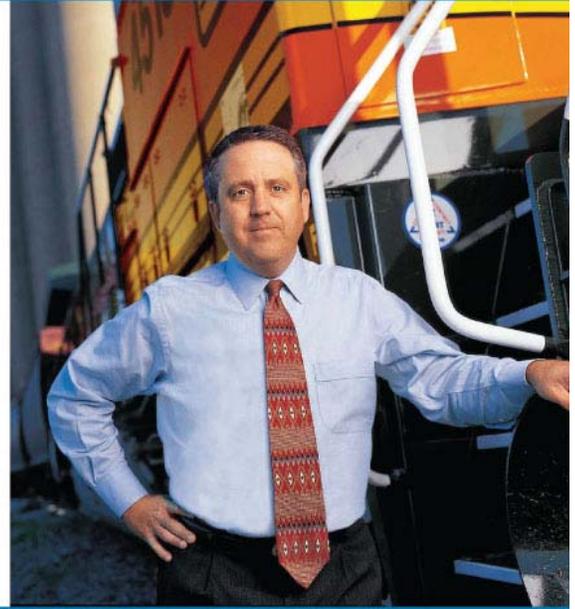
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