



THE L.A.-WIT

WOMEN IN INTERNATIONAL TRADE LOS ANGELES

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Visit our Website at www.wit-la.org

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Editors: Sandra Calloway and Hana Hrabec-Snyder

President's Letter

By Kollyn Kanz

Happy Holidays!



WIT-LA's 20th Anniversary has been a great success thanks to the generous support and attendance of our members at our various educational and networking events this year.

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We are approaching the culmination of our annual events with our holiday celebration, WITmas in Spain at Alegria Cocina Latina in Long Beach. We have received a sizable number of generous donations which should result in a significant contribution to Clothes the Deal, a very worthwhile charitable organization. We will also be awarding two Marjorie M. Shostak Scholarship Awards for \$1,000 each to 2 deserving college students at this event.

I would like to thank the 2005 Board of Directors for all of their dedication, caring, hard work and enthusiasm. I look forward to a second year as President of WIT-LA and to introducing our new 2006 Board members at WITmas.

We are planning a full slate of programs in the coming year, starting with our Annual State of the Port Address to be held on January 18, 2006. We look forward to seeing you there.

Upcoming Events

December 14, 2005

WIT-MAS

In Spain

Annual Holiday Celebration

&

Charity Benefit

Great Raffles and Fun

6:00PM – 10:00PM

Alegria

115 Pine Avenue

Long Beach, CA 90802

January 18, 2006

State of the Port Address

6:00pm

Westin LAX

Be sure to make your reservations early!

Saturday May 6, 2006

"A Day at the Races" at Hollywood Park.

Save the date on your calendars.

Tuesday May 23, 2006

FTA's World Trade Week Luncheon

Co-sponsored by WIT-LA and Los Angeles
Customs Broker and Freight Forwarder's
Association

For additional information or to register for any
of these events, you can

- Visit our website, wit-la.org,
- Call WIT-LA (310) 535-0127
- Send an e-mail to witla@verizon.net

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New WIT-LA Members

Kyoto Corsten	Aisin World Corp. of America
Tomoko Gucyski	Aisin World Corp. of America
Cindy Novoa	Expeditors International
Erik Brenizer	Expeditors International
Jason Benezra	Expeditors International
Suzanne Kelley	Grunfeld, Desideiro, Lebowitz, - Silverman, & Klestadt LLP
Erik Smithweiss	Grunfeld, Desideiro, Lebowitz, - Silverman, & Klestadt LLP
Vanessa Pereda	L.A. Area Chamber of Commerce
Gary Reed	NMB Corporation
Carlos Maldonado	Norman Kreiger, Inc.
Ernie Stein	Norman Kreiger, Inc.
David Lorenz	Parcel Corporation of America
Jerry Ogan	Parcel Corporation of America
Jeff Ozwalt	Parcel Corporation of America
Nicole Snyder	Parcel Corporation of America
Gian De Guia	Toyota Motor Sales USA, Inc.
Christine Ramirez	UPS
Anne Wessels	Rodriguez, O'Donnell, Ross, Fuerst, Gonzales, & Williams
Linda Hazlett	

Congratulations to our new members.



*Happy Holidays and a Prosperous 2006
to all our WIT-LA members.*

OWIT UPDATE



On November 6, 2005, OWIT, WIT-LA's umbrella organization, celebrated its 15th Anniversary in Washington D.C., where Marian Duntley, founder of WIT-LA and OWIT, awarded the Woman of the Year Award to Futhi Mtoba from South Africa. Ms. Mtoba has risen through the ranks to become the first black female partner and deputy chairman at Deloitte Southern Africa.

Other awards granted during the anniversary included the OWIT Chapter of the Year deservedly granted to the chapter in Charleston, South Carolina, as well as Member of the Year, granted to Amy Johannesen from New York. Amy first became involved with OWIT at the chapter level in 1992. After serving as President of her local chapter, she chose to become involved at the international level first as Assistant Treasurer in 1999, then Treasurer, Executive Vice President, President, and now as the Chair of the Advisory Board.

As OWIT Representative for WIT-LA, I represented Los Angeles at the OWIT Fall Board Meeting in Washington D.C., along with many other OWIT chapters. Marian Duntley, as a member of the Advisory Board of OWIT also attended the meetings. Various agenda items were discussed during the intense two day meetings. These included future strategic planning, Northern California was voted as the next venue for OWIT's



Annual Conference in 2006, the OWIT Executive Board for 2006 was presented and the website committee demonstrated the new design and functionalities of the revamped OWIT website to a very excited board. The new website will be launched in January 2006. It will offer many more benefits to its members as well as serve as OWIT's communication flagship.

This next year will be a very busy yet exciting one for me. At the local level, I will continue to be WIT-LA's Representative for OWIT, and at the international level, I will serve as Executive Vice-President on OWIT's Executive Board for 2006. After working arduously on the website committee this year along with Beth Peterson from Northern California and Gail Robinson from Calgary, Canada, I will continue to oversee the website and we will work within a continuous change environment to align ourselves with fast paced technological advancements. I will also oversee OWIT's events and provide Leann Hackmann-Carty, OWIT President, with the support necessary to achieve our aggressive goals for the next several years. It will be very exciting to also work with Elizabeth Glynn from our WIT-LA chapter, as she will also serve on OWIT's 2006 Executive Board as VP Marcom and Renie Bassin from the Orange County chapter will serve as VP Chapter Support. I am also very pleased that Marian Duntley will continue to serve on the Advisory Board for OWIT. I extend my warmest wishes to all of you for the New Year.

Lilia Navarrete



OWIT has affiliated chapters around the world, with over 1,500 active members. For more information, visit www.owit.org or you may contact Lilia Navarrete directly at lilina@sbcglobal.com.

WIT-LA Focused Assessment Seminar Helps Members Prepare for FAP

Courtesy of Robert Olsen

On Wednesday October 19, WIT-LA held a seminar at the Westin LAX on the topic of the Focused Assessment Program (FAP). The FAP is Customs & Border Protection (CBP)'s primary compliance audit tool and CBP selects several hundred importers every year to be the subject of a FAP.

This seminar provided a broad coverage of the topic by including speakers from both CBP Regulatory Audit and the accounting firm of PricewaterhouseCoopers. The seminar kicked off with a presentation from Beth Lawrence, Assistant Field Director, and Debra Meyling, Computer Audit Specialist, both of CBP's Long Beach Regulatory Audit Field Office. Ms Lawrence and Ms. Meyling detailed the FAP process and detailed common problems they have observed in particular risk areas such as: classification, transaction value, and special trade programs.

In the second half of the seminar, Craig Pinkerton, a Manager with the Los Angeles office of PricewaterhouseCoopers Worldtrade Management Services, gave a presentation on Managing the Focused Assessment Process. Mr. Pinkerton described various strategies for achieving the best possible outcome for your FAP. Mr. Pinkerton advised members to begin conducting an internal review as soon as they are notified of a FAP. Additionally, members were also provided with strategies for conducting these reviews and for managing communications during a FAP.

Attendees received a broad overview of the FAP process, as well as specific tips for managing a FAP.



Fun Corner

Quote of the Month

"People are always blaming their circumstances for what they are. I don't believe in circumstances. The people who get on in this world are the people who get up and look for the circumstances they want, and, if they can't find them, make them."

George Bernard Shaw

Brain Teaser of the Month

What is black when you buy it, red when you use it, and grey when you throw it away?

Word of the Month

Studies have shown that your income and wealth are directly related to the size and depth of your vocabulary. Here is this month's word, so you can impress your friends. You may even be able to fatten your wallet!

Copius \koe pee es\ (adjective)

Meaning: yielding or containing plenty; affording ample supply
Sample Sentence: Due to the **copius** snowfall, they cancelled work for the day.

Do you know.....

1. How Sesame Street Muppet characters Bert and Ernie got their names?
2. How "upper" and "lower" case letters got their name?
3. How many words per minute the average adult American reads?

(Answers on last page)

WIT-LA Celebrates its 20th Anniversary

Courtesy of Lilia Navarrete

WIT-LA held its 20th anniversary celebration on a picture perfect September evening 2005, at the Ayres Hotel's courtyard. Over fifty WIT-LA people attended the event including founders ("founding moms"), past presidents, current board members and first and foremost present WIT-LA members who are women and men in the Los Angeles International Trade community.



Kollyn Kanz, current President, gave a speech to recognize founders and past presidents for their accomplishments and offered a brief history of 20 years of WIT-LA that began in 1985. Ikué Duncan, Vice President, gave a tribute to founders and thanked them for their efforts to keep WIT-LA's momentum during the days when the term "glass ceiling" was often used and when career advancement for women was not easily achievable.

Mr. Kevin Weeks, Field Area Port Director and Ms. Ana Hinojosa, Port Director of LAX, congratulated the organization for WIT-LA's contribution to the trade community through its compliance seminars and for creating a venue to facilitate communication and updates with Customs.



Finally, the party's great success ended with an exquisite final touch--a fabulous dark and white chocolate cake decorated with fresh flowers. Everyone had a sweet taste of it!



In the end, we all renewed our commitment that WIT-LA will continue to make an effort to provide an educational opportunity and a fund venue for professionals to network.



Would you like to advertise in WIT-LA's newsletter?

Space is limited, so take advantage of the increased readership and reserve your space now !

Contact Monika Wegener at wit.la@verizon.net for further information.

Visit the WIT-LA web site at
www.wit-la.org:



Check on upcoming events



Obtain access to the OWIT Job Bank (members can e-mail witla@verizon.net to obtain an ID and password)



Membership information



View current and past issues of the L.A. WIT.

Send us your news!

If you have changed jobs, moved, received a promotion or would like to share other noteworthy developments with the WIT community, please contact:

Sandy Calloway (310) 952-0055 or

Hana Hrabec-Snyder (323) 727-6393

Looking for useful Trade websites? Here are a few that have come in handy:

<http://www.worldwidemetric.com/Measurements.html> (Metrics Calculator)

<http://www.itds.treas.gov/glossaryfrm.html> (Dictionary of International Trade Terms)

<http://www.sice.oas.org/tradec.asp> (Information on various Trade Agreements)

Let us know if you have any you would like to share!

Brain Teaser Answer: Charcoal

Do You Know Answers:

1. Bert was named after the police officer and Ernie was named after the taxi driver in Frank Capra's movie "It's a Wonderful Life".
2. In the time when all original print had to be set in individual letters, the "upper case" letters were stored in the case on top of the case that stored the smaller, "lower case" letters.
3. 257