



THE L.A.-WIT

**WOMEN IN INTERNATIONAL TRADE
LOS ANGELES**

December 2002

Visit our Website at www.wit-la.org

Vol. 2 Issue III 2002

Editor: Lilia Navarrete

President's Letter

By Anne Blackwood



It is with mixed emotions that I write my last President's Letter for WIT-LA. I have very much enjoyed my tenure as president over the last two years.

Our membership has not only increased greatly in numbers, but also in stature in the community. We have progressed far beyond the early days of the organization to become one of the major trade organizations in the Los Angeles area.

Our group provides a unique combination of networking, professional and personal enrichment for the women and men in international trade in the Los Angeles area. As part of the OWIT network of 27 chapters worldwide, we also offer our members an opportunity to network in cities across the nation and the world.

In This Issue:

<i>President's Letter</i>	<i>Page 1</i>
<i>OWIT Corner</i>	<i>Page 2</i>
<i>M. Duntley Honored</i>	<i>Page 3</i>
<i>BOD for 2003</i>	<i>Page 4</i>
<i>U.S. Chile Trade Agreement</i>	<i>Page 5</i>
<i>U.S. Trade Building in Latin America</i>	<i>Page 6</i>
<i>Homeland Security</i>	<i>Page 8</i>
<i>New Members</i>	<i>Page 9</i>
<i>Intercultural Tips</i>	<i>Page 10</i>

One of my goals as president was to update and enhance our website www.wit-la.org to better reflect the face of our dynamic organization.

I am very pleased to announce that by the time you read this newsletter, these changes will have been put in place. (cont. pg. 2)

Upcoming Events

December 18, 2002

WIT-mas in England

*Annual Holiday Celebration
and Charity Benefit*

The Victorian at Heritage Square

*2640 Main Street
Santa Monica, CA 90405*

6:00 p.m. - 10:00 p.m.

Charity—Clothes the Deal

*Be sure to make your
reservations early!!*

January 15, 2003

Annual State of the Port Address

*LAX Westin
5400 W. Century Blvd.
6:00 pm - 10:00 pm*

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

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

WIT-LA 2002
Board of Directors

Chairwoman of the Board

Julie Anne Hennessy

West Los Angeles Export Assistance
Center

U.S. and Foreign Commercial Service

U.S. Department of Commerce

T: (310) 235-7206

E: JulieAnne.Hennessy@mail.doc.gov

President – Anne Blackwood

Comerica Bank

T: (310) 317-0744

E: Anne_B_Blackwood@comerica.com

Vice President – Caroline Brown

United California Bank

T: (213) 896-7354

E: cbrown@UnitedCalBank.com

Secretary & Historian – Brian Murphy

Stein Shostak Shostak & O'Hara

T: (213) 486-0010

E: bmurphy@steinshostak.com

Treasurer –Kollyn Kanz

Wells Fargo HSBC The Trade Bank

T: (213) 253-3573

E: kanzko@wellsfargo.com

Programs & Education

Vicky Panossian

C: (310) 871-5326

E: Vickypa99@aol.com

Leigh Wang

The Disney Store

T: (818) 265-4234

E: leigh.wang@disney.com

Membership & Marketing

Alicia Rodriguez

Nissan

T: (310) 771-5849

E: alicia.rodriguez@nissan-usa.com

Linda Kong

Boeing Satellite Systems, Inc.

T: (310) 364-7081

E: Linda.s.kong@boeing.com

Mary Elizabeth Strom

America Honda Motor Company

T: (818) 265-4234

E: Mary_Strom@ahm.honda.com

Newsletter & Media Relations

Lilia Navarrete

C: (626) 447-6494

E: Lcnavarrete@yahoo.com

OWIT Representative

Lanie Denslow

FIDM

T: (213) 624-1200

E: Ldenslow@fidm.com

President's Letter

By Anne Blackwood

(Continued from page 1)

I would like to extend a special thank you to our Board Member, Vicky Panossian, who spent an extraordinary amount of time designing the new website. Please visit our website when you have a chance: www.wit-la.org .

Thank you also to our dedicated and caring Board of Directors who have done a wonderful job this year. You are much appreciated! And soon it will be time to turn over the presidency to our very capable Vice President, Caroline Brown. The organization will be in good hands.

Happy Holidays and Best Wishes for 2003!



OWIT CORNER

OWIT's 12th Annual International Trade Conference was held in Dallas, Texas October 23-25, 2002. Kollyn Kanz represented WIT-LA at this event. Major sponsors included Open Harbor, Danzas, Toyota, Emery and Yum!.

Topics included Import and Export Issues, C-TPAT, Supply Chain Management, Trade Agreements and regional focus discussions on China, Mexico, Brazil, Canada, and the European Union.

Keynote speakers were Peter Tirschwell, Journal of Commerce Editor, and Astrid Pregel, Canada Consul General of Atlanta and recipient of OWIT's Woman of the Year Award 2002. Featured speakers included representatives of Alcatel USA, JC Penney, Mary Kay, Nokia, Target, Texas Instruments, Toyota, and UPS.

Raffle prizes included an African Safari for two. It was also announced that OWIT's newest chapter in Alberta has been awarded the right to host the 2003 OWIT conference in Calgary.

Questions about OWIT? Contact: Lanie Denslow at Ldenslow@fidm.com or by phone at 213.624.1200.

Marianne Duntley Honored at the Marjorie S. Shostak Scholarship Fundraising Dinner

Marian Duntley, one of the original “founding mothers” of WIT-LA and OWIT, was honored at the Marjorie M. Shostak Scholarship Fund on Wednesday, October 16, 2002, at the LAX Westin in Los Angeles.



The evening began with Anne Blackwood, WIT-LA’s president, welcoming everyone and granting recognition of WIT-LA’s founding mothers. The turnout for this great event was great. There were over 60 people in attendance when Bruce Leeds, Chairman of the FTA, presented Marianne with a commemorative plaque and words of recognition. The evening also included an overview of the Marjorie S. Shostak Scholarship Fund by Caroline Brown, Vice-President, WIT-LA and warm words of recognition and introduction of



Marianne by Vivian Miller, Customs Planning/Audit Manager, Toyota Motor Sales.

Marianne Duntley has been an enthusiastic and tireless volunteer for the international trade community and a mentor to many of us. Marianne was one of the original 10 founders of the Los Angeles association, Women in International Trade (WIT), an association with the goal of encouraging women to advance their careers in international trade. She also helped found and continues to serve on the advisory board of the Washington D.C.-based Organization of Women in International Trade (OWIT). In 1996, she was awarded the OWIT Woman of the Year Award at the annual OWIT conference.

In addition to her many board responsibilities within the trade community, Marianne is Corporate Customs Manager for Toyota Motor Sales, U.S.A., where she is responsible for managing the customs processes for Toyota and Lexus vehicles and service parts, and for ensuring compliance with customs and other federal government agency regulations.



Marianne Duntley with current WIT-LA board

WIT-LA Elects New Board of Directors for 2003

WIT-LA has elected its new Board of Directors for 2003. Veteran officers as well as new and motivated members are ready to take on new and exciting activities for the coming year. Here is our new Board of Directors for 2003.

<i>Chairman</i>	<i>Anne Blackwood</i>
<i>President</i>	<i>Caroline Brown</i>
<i>Vice President</i>	<i>Kollyn Kanz</i>
<i>Secretary</i>	<i>Brian Murphy</i>
<i>Treasurer</i>	<i>Ikue Stoehr</i>
<i>Membership Co chair</i>	<i>Alicia Rodriguez</i>
<i>OWIT Representative</i>	<i>Lanie Denslow</i>
<i>Newsletter Co chair</i>	<i>Lilia Navarrete</i>
<i>Membership Co chair</i>	<i>Kimberly Smith</i>
<i>Programs Co chair</i>	<i>Ann Martines/CITD</i>
<i>Newsletter Co Chair</i>	<i>Diana Jansson</i>
<i>Membership Co chair</i>	<i>Sarah Stroth</i>
<i>Programs Co chair</i>	<i>Mary Solis</i>

WIT-LA — A Key Player in Los Angeles

WIT-LA, an organization that plays a vital role of education and networking in the international trade community of Los Angeles, continues to provide invaluable information through its timely seminars.

- ✦ **September—*Trade Tech 2002***, included such topics as CTPAT compliance and eUCP. A special thanks to *James E. Gordon*—Vice President and Chair of Technology Practice, Pinkerton Consulting; *Tricia Mayer Bourne*—ASP Global Services; *John W. Dunlop*—President and CEO, AVG Letter of Credit Management, LLC.
- ✦ **November—*Duty Drawback Seminar***, this one day seminar was very informative thanks to the following speakers: Richard Andrejko—Drawback Chief, Supervisory Drawback Specialist, U.S. Customs Service; Monte Butler—Senior Inspector, Drawback, U.S. Customs Service; Anne Hilsabeck—Principle and Founder, AMH Customs Consultants; Heather Litman—Customs Attorney, Stein, Shostak, Shostak, & O' Hara; Brenda Sweetman, Vice President, Compliance Consultants, Inc.; Nancy Thompson, Field Audit Specialist, Drawback, U.S. Customs Service.

Trade Agreement Update

U.S. and Chile Conclude Historic Free Trade Agreement

The United States and Chile reached agreement today on an historic and comprehensive Free Trade Agreement designed to strip away barriers and facilitate trade and investment between both countries. The U.S. - Chile FTA will be the first comprehensive trade agreement between the United States and a South American country. Both ministers expect this Agreement will encourage progress on negotiations of the Free Trade Area of the Americas (FTAA), to meet its goal of completion by 2005, as well as the ongoing global trade negotiations.

The United States views the U.S. - Chile FTA as a key way to increase U.S. market access for goods and services and provide strong protections for U.S. investors in Chile. Two-way trade in goods and services (exports plus imports) between the United States and Chile totaled \$8.8 billion in 2001. According to Trade Representative Zoellick, the FTA slashes tariffs, reduces barriers for services, protects leading-edge intellectual property, keeps pace with new technologies, ensures regulatory transparency and provides effective labor and environmental enforcement. Key U.S. export sectors that will benefit from the FTA are agricultural and construction

equipment, autos and auto parts, computers and other information technology products, medical equipment and paper products.

American workers, consumers, investors and farmers will enjoy preferential access to one of the world's fastest growing economies enabling products and services to flow back and forth from the United States and Chile with no tariffs and under streamlined customs procedures. California stands to benefit greatly from the FTA where exports to Chile totaled \$280 million in 2001.



The FTA offers new access for U.S. banks, insurance companies, securities firms, telecommunications companies, express delivery companies, and professionals. U.S. firms may offer financial services to participants in Chile's highly successful privatized pension system. Also, state-of-the-art protections and non-discriminatory treatment are provided for digital products such as U.S. software, music, text, and videos. The agreement will also establish a secure, predictable legal framework for U.S. investors operating in Chile. Protections for U.S. patents, trademarks and trade secrets, exceeds past trade agreements.



Update of U.S. Trade Building Assistance in Latin America

In fiscal year 2002, U.S. trade capacity building assistance to the Americas totaled over \$90 million, up from \$61 million in 2001, a 49 percent increase. The United States is committed to providing trade-related technical assistance to developing countries in the Americas so that these countries participate fully in important trade negotiations such as the FTAA and trade effectively in a global environment. This type of support is a key part of the U.S. government's commitment toward an open trading system that creates opportunities for all the countries of the hemisphere. The types of assistance include the following:

Trade Facilitation; assists in lowering the costs of engaging in international trade, assistance to business support agencies and market development services, private business organizations, information services, and technology transfer.

Financial Sector Development; assists in making financial systems responsive to the needs of trade, reforms in banking and securities markets, and implementation of laws and regulations that protect and promote trade-related investment.

Trade - Related Infrastructure Development; builds the physical capacity to conduct international commerce, support for trade-related telecommunications, marine ports, airports, and related facilities.

Competition Policy; assists in assuring that participation in international trade is conducted on an equal footing and benefits consumers, support for developing and strengthening antitrust laws and eliminating local monopolies.

Effective transportation systems are vital to global trade. The U.S. Federal Highway Administration provides funding and guidance for the Pan American Institute of Highways that links road and transportation organizations throughout 22 countries of the Americas and Spain. Improved road maintenance and better asset management saves money and facilitates trade.

In response to developing countries request for a better understanding of trade in services, USAID's new program, Trade Enhancement for the Services Sector (TESS), offers a variety of tools, including training, diagnostics, and other technical assistance.

The U.S. Government's Telecommunications Leadership Program (TLP) provides training and technical assistance to developing countries in telecommunications policy

(Update of U.S. Trade Building Assistance in Latin America continued from page 8)

and regulatory reform. TLP' s goal is to help developing countries establish sound, market-based telecom and information technology policies and practices.

The Inter-American E-business Fellowship Program is a long-term U.S. – Latin America business partnerships along with cutting-edge business practices, enhancing the region' s competitiveness in the global market place. U.S. corporations have provided over 5,000 hours of high-quality training to Latin American technology leaders under this fellowship.

Several countries receive assistance to help improve their infrastructure to maintain the appropriate temperature of food in the supply chain, from a port or farm gate to the dinner plate. The U.S. Department of Agriculture has helped to upgrade the cold storage facilities at the Managua International Airport. The USDA also helped to develop a hydrothermal mango treatment/packing facility in Honduras to open trade opportunities.





USAID assistance facilitated the revision of the Central American harmonized tariff system. Around 80 percent of the products on the tariff list are harmonized. Ten unified customs facilities were created with USAID support, thus advancing trade.



WIT-LA UPDATES ITS WEBSITE

It is now here!

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.*

After much anticipation, WIT-LA is now ready to go live with a new and more practical web site. We are very excited about this transformation that has enhanced our web site and now at the cutting edge of technology. Visit us at www.wit-la.org and tell us what you think. We hope you will be as delighted as we are.

A very special thanks to Vicky Panossian for a great job putting this all together.

The U.S. Department of Homeland Security Reorganization Plan for 2002

On November 25, 2002, President Bush signed the "Homeland Security Act of 2002" into law. The Act restructures and strengthens the executive branch of the Federal Government to better meet the threat to our homeland posed by terrorism. In establishing a new Department of Homeland Security, the Act for the first time creates a Federal department whose primary mission will be to help prevent, protect against, and respond to acts of terrorism on our soil.


The Department of Homeland Security would be responsible for securing our nation's borders and transportation systems, would manage who and what enters our homeland and work to prevent the entry of terrorists and the instruments of terrorism while ensuring the speedy flow of legitimate traffic. Two sections are of particular interest to the international trade community.

Section 401. Under Secretary for Border and Transportation Security.

This section specifies primary responsibilities of the Under Secretary for Border and Transportation Security. They include: (1) preventing the entry of terrorists and the instruments of terrorism into the United States, (2) securing the borders, territorial waters, ports, terminals, waterways, and air, land, and sea transportation systems of the United States, (3) administering the immigration and naturalization laws of

the United States, including the establishment of rules governing the granting of visas and other forms of permission to enter the United States to individuals who are not citizens or lawful permanent residents, (4) administering the customs laws of the United States, and (5) ensuring the speedy, orderly, and efficient flow of lawful traffic and commerce in carrying out these responsibilities.

Section 402. Functions transferred.

This section identifies agencies and functions relevant to border and transportation security that are to be transferred to the Department of Homeland Security. These include the United States Customs Service (now in the Department of the Treasury), the Immigration and Naturalization Service (now in the Department of Justice), the Animal and Plant Health Inspection Service (now in the Department of Agriculture), the Coast Guard (now in the Department of Transportation), and the Transportation Security Administration (now in the Department of Transportation). The section expressly requires that the Coast Guard be maintained as a distinct entity within the Department of Homeland Security. In addition, because of its important role in securing public buildings, the Federal Protective Service of the General Services Administration is also transferred to the Department. 

WIT-LA Continues to Grow

WIT-LA will end the year with almost 170 members. We are very pleased to announce, that Corporate Membership, increased 27% from 2001. This is quite phenomenal given all the budget cuts that companies have been making this year. We have also expanded our membership corporate options to include the *International Circle* aside from the *Scholarship Circle* and the simple *Corporate membership*.

Scholarship Circle Members

Citizen Watch Company of America

Price Transfer, Inc.

Toyota Motor Sales USA, Inc.

Welcome To Our New Members!

Toyota Motor Sales

Rose Bauss
Erin Ilgen
Wilson Johnson

Avery Dennison

Terry Drake
James Durree
Lisa Thatcher

Pinkerson

James Gordon
Emery Forwarding
Carolyn Wiese

Sketchers USA

Cindy Hazlett

ASP Global Services

Tricia Bourne

J&K Fresh, LLC

Lynnette Keffer

Canadian Consulate General

Sue Garbowitz

Vernon Chamber of Commerce

Pat Tabassi

AVG LC Management, LLC

John Dunlop

Laura Ann Horton

Michael Bermudez

WIT-MAS AT THE VICTORIAN

We want to thank our sponsors, **Rodriguez, O'Donnell, Ross, Fuerst, Gonzalez & Williams**, specialists in the fields of international transportation and maritime law, Customs and international trade law, investment, tax and tax litigation, commercial transactions, and congressional activities and government relations for sponsoring our wine tasting. Also, we thank **AMH Customs Consultants**, who for more than 20 years have provided consultation and advice with respect to U.S. and foreign laws and regulations of international commerce for sponsoring the dessert & coffee bar. *See you at the Victorian on the 18th.*

Are You Going To Be Spending the Holidays With A Client Of A Different Culture?



Here are some traditions you may want to be aware of...

- If you are in **Chile**, you may be offered a beverage called, “ Cola de Mono, ” (translated literally to a *Monkey’ s Tail*). This traditional holiday drink is made with milk, eggs, alcohol, sugar, cinnamon and coffee.
- If you are in **Mexico**, you may be invited to a *Posada*. *Las Posadas*, are nine consecutive days of candlelight processions and lively parties. From December 16th through December 24th, a religious and social celebration takes place to commemorate Mary and Joseph's journey from Nazareth to Bethlehem in search of shelter. Traditionally, the *posada* party begins with a group of guests carrying candles who stand outside house doors, singing about their long, tiring journey, asking for shelter. The party begins after that. There is singing, dancing, fireworks and games, but the highlight of the *posada* is always the breaking of the piñata.
- If you are in **Germany** for New Years, family and friends gather around a large candle following the tradition of *Bleigiessen* and melt small bits of molten lead on a spoon above the candle’ s flame. When the lead liquefies, it is tossed into a bucket of cold water where it solidifies into unique shapes. The fun begins when these shapes are analyzed to tell the future from the shape it made. A heart or ring shape meant a wedding, a ship a journey, and a pig plenty of food in the year ahead.



Happy Holidays!

Do you have any questions, comments or suggestions about our newsletter? Send us your news.

Contact Lilia Navarrete, editor of The L.A. WIT at 626,447,6494 or at Lcnavarrete@yahoo.com.