



# THE L.A.-WIT

## WOMEN IN INTERNATIONAL TRADE LOS ANGELES

December 2003

Visit our Website at [www.wit-la.org](http://www.wit-la.org)

Vol. 2 Issue 3 2003

Editor: Lilia Navarrete

## President's Letter

By Caroline Brown

*Happy Holidays!*



**T**hank you for your attendance and support throughout the year. We are coming up on our annual WITmas in Rio event at Samba in Redondo Beach. We have received a sizable number of donations, which should result in a significant contribution to Clothes the Deal, a very worthwhile charitable organization. We will also be awarding our third Marjorie M. Shostak Scholarship Award for \$1,000 to a deserving college student at this event.

I'd like to thank the members of the WIT-LA board for 2003 that will not be returning next year for their commitment of time, resources, and expertise all year. Looking forward, we have a wonderful new board coming on representing various industries and organizations in the trade community.

I look forward to a second year as President of Wit-LA.

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### Upcoming Events

December 17, 2003

## WIT-MAS In Rio

*Annual Holiday Celebration  
&  
Charity Benefit*

**6:00P-10:00P**

**SAMBA Churrascaria  
Brazilian Steakhouse and Bar**

*207 N. Harbor Dr.  
Redondo Beach Marina*

*Great Raffles and Fun*

January 21, 2003

### **State of the Port Address**

6:00 P.M.

*LAX Westin Hotel  
5400 W. Century Blvd.*

*Be sure to make your  
reservations early!!*

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

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

# WIT-LA 2003 Board of Directors

## Chairwoman of the Board

Anne Blackwood

Citibank

T: (818) 291-8012

E: [anneb@charter.net](mailto:anneb@charter.net)

## President—Caroline Brown

Bank of the West

T: (562) 658.2056

E: [cbrown@bankofthewest.com](mailto:cbrown@bankofthewest.com)

## Vice President—Kollyn Kanz

Wells Fargo HSBC The Trade Bank

T: (213) 253-3573

E: [kanzko@wellsfargo.com](mailto:kanzko@wellsfargo.com)

## Secretary & Historian — Brian Murphy

Stein Shostak Shostak & O'Hara

T: (213) 486-0010

E: [bmurphy@steinshostak.com](mailto:bmurphy@steinshostak.com)

## Treasurer—Ikue Duncan

Toyota Motor Sales, USA, Inc.

T: (310) 468 5181

[lkue\\_duncan@toyota.com](mailto:lkue_duncan@toyota.com)

## Programs & Education

Ann Martines

Center for International Trade  
Development

T: (909) 629-2253

E: [anmartines@earthlink.net](mailto:anmartines@earthlink.net)

Mary Solis

## Membership & Marketing

Alicia Rodriguez

Nissan

T: (310) 771-5849

E: [alicia.rodriguez@nissan-usa.com](mailto:alicia.rodriguez@nissan-usa.com)

Sarah Stroth

N.F. Stroth & Associates.

T: (310) 937-1587

E: [Sarah@infstroth.com](mailto:Sarah@infstroth.com)

Kimberly Smith

Genesis, Inc.

T: (818) 337-1621

E: [kyburlyann@yahoo.com](mailto:kyburlyann@yahoo.com)

## Newsletter & Media Relations

Lilia Navarrete

Internacional Marketing Consultant

C: (626) 796-2070

E: [Lcnavarrete@yahoo.com](mailto:Lcnavarrete@yahoo.com)

Diana Jansson

Dole Packaged Foods Company

T: (818) 874-4774

E: [Diana\\_jansson@na.dole.com](mailto:Diana_jansson@na.dole.com)

## OWIT Representative

Lanie Denslow

FIDM

T: (213) 624-1200

E: [Ldenslow@fidm.com](mailto:Ldenslow@fidm.com)

# President's Letter

(Continued from page 1)

We are planning a full slate of programs in the coming year covering logistics, custom's classification, duty drawback, as well as other trade and technology advancements. We look forward to seeing you there.



## OWIT CORNER

WIT-LA extends our good wishes and appreciation to Lanie Denslow who has been our OWIT representative in the past. Ms. Denslow, will be dedicating her time to write another book in addition to her duties as International Director at the Fashion Institute of Design & Merchandising. Thank you Lanie and good luck! We will miss you.

Our new OWIT representative for WIT-LA in 2004 will be Kayla Owens from the Law offices of Elon A. Pollack.

In other news, OWIT's newest candidate chapter launches in Denmark! The Danish chapter of OWIT, Organization of Women in International Trade, was formed and held its first meeting on 27 October, 2003, in Copenhagen.

Rikke Hertz Kilde, co-founder of OWIT Denmark along with Lani Bannack, co-founder and Goodwill Ambassador of Copenhagen, says: *"No matter how experienced you are, you can always benefit from a good network. One of the first initiatives in OWIT Denmark will be a virtual trade mission, which means you can explore a market without having to travel and hence keeps costs low."*

For more information about the new chapter in Denmark: [www.owit.org](http://www.owit.org) and [www.owitdenmark.dk](http://www.owitdenmark.dk).

# WIT-LA's Customs Professional Network: Foreign Trade Zones

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The October CPN luncheon, which was held at American Honda Motor Company, covered the topic of Foreign Trade Zones, its benefits of using or establishing an FTZ, the realities of operating as well as the risks and advantages. The details involved in operating an FTZ that meet compliance standards with U.S. Customs regulations was also covered.

The speakers were Leslie Cazas, Corporate Customs Manager, Nissan, Michael Kelly, Chief Inspector, Los Angeles Customs (CBP), and Ray Shaw, Principal, ITS-Customs & International Trade Practice, Ernst & Young, and NAFTAZ Treasurer.

The economic benefits for FTZ users were explained as well as specific issues on establishing FTZ's and sub-zones. Here are some of the economic benefits that were explained during the CPN October luncheon.

- ✦ The first economic benefit, *Duty Deferral*, enhances cash flow and no duty is paid when goods arrive in FTZ and paid when goods leave FTZ for U.S. destination.
- ✦ The second benefit, *Duty Elimination*, includes re-exports, shrinkage (product lost through processing), scrap/waste, and quality downgrades.
- ✦ A third benefit is *Avoiding Inverted Tariffs*. This allows the importer at the FTZ to elect lower duty rate of component part or finished product.
- ✦ A fourth benefit for using or establishing an FTZ is *Rectifying Inadmissibility*, which allows for correction of deficiencies preventing importation such as mislabeled goods or goods not conforming to FDA.
- ✦ A last benefit discussed is that of *Flexibility*. There is direct delivery where the customs office is bypassed and the operator of the FTZ is "owner or purchaser" of goods.

We greatly appreciate all of our speakers and the informative detail of their presentations. We encourage those of you interested in participating in our CPN luncheons to look for future announcements in 2004.

We also take this opportunity to thank the American Honda Motor Company for hosting this event.

# U.S. TRADE UPDATE

## U.S. signs a five-year bilateral Maritime Agreement with China.

In an effort to strengthen U.S.-China relations and expand trade between the United States and China, U.S. Transportation Secretary Norman Y. Mineta and China's Minister of Communications, Zhang Chunxian, signed an agreement on December 8, 2003, that gives U.S. registered shipping companies the legal flexibility to perform an extensive range of new business activities in China, including logistic operations as well as providing services for their own vessels and alliance partnerships.

The agreement represents a long awaited culmination of discussions and negotiations that have taken place over the past five years between the United States and China.

Secretary Mineta said, "This new agreement strengthens the U.S. shipping industry by opening new markets in China and enhancing efficiencies in overseas shipping by allowing direct market access." He added, "It puts our shipping companies where the business is, closer to their markets and their customers."

More cargo containers move between China and the United States than any other country in the world. Over 3.2 million containers transit via ship between the two countries every year. Additionally, positive employment benefits will result for the U.S. shipping industry and related industries associated with port operations and services, like trucking and rail.



The agreement offers U.S. companies similar privileges to those that Chinese companies already enjoy in the United States. The Maritime Agreement opens significant new business opportunities for U.S. companies and their partners who do business in China. It is expected to generate more business for American shipping and will facilitate more cargo moving across the Pacific. The Port of Los Angeles already one of the busiest in the world, where there has been an increase of activity of almost 20% over last year, will be one to reap major benefits of this agreement.

PORT OF LOS ANGELES										
2003 Statistics:										
Month	In Loaded	In Empty	In Total	% Empty	OB Loaded	OB Empty	OB Total	% Empty	Total TEUS	Prior Year % Change
<b>Total CY 2003</b>	3,512,550.85	70,790.40	3,583,341.25	1.98%	1,064,159.60	1,968,781.65	3,032,941.25	64.91%	6,616,282.50	19.45%

Source: <http://www.portoflosangeles.org>

# Scholarship Committee Reviews

## Marjorie M. Shostak Scholarship Applicants

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The WIT-LA scholarship committee comprised of Caroline Brown, Kollyn Kanz, Brian Murphy and Lilia Navarrete have reviewed all the applications that were submitted by the October 15 deadline for the 3<sup>rd</sup> annual Marjorie M. Shostak Scholarship Award.

The award of \$1000 will be presented to the scholarship recipient at the Annual WIT-MAS Holiday Charity Benefit to be held on *December 17, 2003*.

The Marjorie M. Shostak Scholarship is supported by fund-raising events and contributions from individuals and organizations.

*Remember to make your reservations early for our annual year-end holiday charity benefit at Samba Brazilian Steakhouse in Redondo Beach, CA. It will be a great, fun-filled dinner with Brazilian music, great food and the opportunity to meet our 2003 Marjorie M. Shostak Scholarship Recipient.*

**Current Scholarship Circle Members include:**

[Citizen Watch of America](#), [Nissan North America](#), [Price Transfer, Inc.](#),  
[Stein, Shostak, Shostak, & O'Hara](#), [Toyota North America](#),  
and [Toyota Motor Sales, USA, Inc.](#)

*Please join them in supporting WIT-LA's scholarship efforts.*

## WIT-LA Elects New Board of Directors for 2004

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**W**IT-LA has elected its new Board of Directors for 2004. 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 2004.

Chairman	Anne Blackwood
President	Caroline Brown
Vice President	Kollyn Kanz
Secretary	Brian Murphy
Treasurer	Ikue Duncan
OWIT Representative	Kayla Owens
Newsletter Co chair	Lilia Navarrete
Newsletter Co Chair	Vicky Panossian
Programs Co chair	Alicia Rodriguez
Programs Co chair	Sarah Stroth
Membership Co chair	Kimberly Smith
Membership Co chair	Arthur Fukumoto
Membership Co chair	Diana Jansson

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## 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.

In 2004, we will begin the year with our annual *State of the Port Address*, to take place January 21, 2004. Our featured speakers will be **Vera Adams**, Port Director, U.S. Bureau of Customs and Border Protection, Los Angeles-Long Beach Seaport, and **Ana Hinojosa**, Port Director, U.S. Bureau of Customs and Border Protection, Los Angeles International Airport. Ms. Adams and Ms. Hinojosa will present a general briefing on what the international trade community may expect from the LAX and LA-LB Ports this coming year.

*Fax (818.353.5976) or e-mail ([wit.la@verizon.net](mailto:wit.la@verizon.net)) your reservation now.*

**A**s a courtesy to our membership, WIT-LA also provides information for seminars hosted by other international trade organizations in our area. Here is the information for an upcoming event in January 2004.

### *Announcement:*

*Join the American Association of Exporters and Importers for their 2004 West Coast International Trade Conference "Free Trade, Tight Controls," to be held on January 26-27, 2004 at the Manhattan Beach Marriott, Manhattan Beach, CA.*





Welcoming remarks will be given by ***Marian Duntley***, Toyota Motors North America and Vice Chair, AAEI, and the keynote speaker will be ***Robert C. Bonner***, Commissioner, U.S. Customs and Border Protection.

Speakers on the second day of the conference will be ***Leslie Cazas***, Nissan North America, Chair, AAEI West coast Committee as well as ***Charles Armstrong***, Acting Assistant Commissioner, Office of Information and Technology, U.S. Customs and Border Protection.

*Access your registration form for this event at [WWW.AAEI.ORG](http://WWW.AAEI.ORG)*

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**Visit the WIT-LA web site at**  
**[www.wit-la.org](http://www.wit-la.org):**

-  *Check on upcoming events*
-  *Obtain access to the OWIT Job Bank (members can e-mail [witla@verizon.net](mailto:witla@verizon.net) to obtain an ID and password)*
-  *Membership information*
-  *View current and past issues of the L.A. WIT.*



# WIT-LA Enjoys 11% Growth in 2003

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Once again, WIT-LA, an organization that plays a vital role of education and networking in the international trade community of Los Angeles, increases membership to record highs. In 1985, a small group of women met in Michelle Rodenborn's living room founding WIT-LA.

Founding WIT-LA members and Marianne Duntley and Michelle Rodenborn continue to form a very important part of our organization. They are both on the Advisory Committee for WIT-LA along with Julie-Anne Hennessy, Nancy Woo Hiromoto and Corinne Murat. Here is an update of our membership for the year ending 2003:

- + *Fifty-seven total new members;*
- + *Thirty-five Corporate Memberships;*
- + *Six Scholarship Circle Memberships;*
- + *This time last year current membership was 164;*
- + *Today, WIT-LA is over 180 members strong!*
- + *Translates to 11% growth in membership over the 2002 membership numbers.*

## Scholarship Circle Members

*Citizen Watch Company of America*

*Price Transfer, Inc.*

*Toyota Motor Sales USA, Inc.*

*Toyota North America*

*Nissan North America*

*Stein Shostak Shostak & O'Hara*

## Welcome To Our New Members!

*Meridian Finance Group*

Jennifer Simpson

*Christopher Sedgwick*



# HAPPY HOLIDAYS



*And a very Happy and Prosperous 2004 to  
all of our WIT-LA members.*

*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](mailto:wit.la@verizon.net) for further information.

## **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:*

*Lilia Navarrete, editor of The L.A. WIT (626.796.2070)*