



THE L.A.-WIT

WOMEN IN INTERNATIONAL TRADE
LOS ANGELES

December 2004

Visit our Website at www.wit-la.org

Vol. 3 Issue 1 2004

Editor: Lilia Navarrete

President's Letter

By Caroline Brown

Happy Holidays!



It has been a great pleasure to serve as the President of WIT-LA for the past two years. The support of the board and membership has been invaluable, and I attribute the success of our programs and activities to their hard work throughout the year. Our scholarship, corporate, and individual membership continues to expand, which has improved our visibility in the trade community.

WIT-LA is proud to be considered a major trade organization in the LA area, as well as being one of the oldest chapters within the OWIT organization of 40 chapters worldwide.

In fact, we will be celebrating our 20th Anniversary in 2005. WIT-LA hopes to offer opportunities to capitalize on opportunities for international networking with members of other OWIT chapters, particularly our exchange chapter in Alberta, Canada.

Thank you for your attendance and support throughout the years. We are approaching the culmination of our annual events with our holiday celebration, WITmas in Greece at the Papadakis Taverna in San Pedro. We have received a sizable number of generous donations, which should result in a significant contribution to Clothes the Deal, a very

Continued on page 2)

In This Issue:

<i>President's Letter</i>	<i>Page 1</i>
<i>OWIT Corner</i>	<i>Page 2</i>
<i>WIT-LA's CPN--Custom's Professional Network</i>	<i>Page 3</i>
<i>U.S. Trade Update</i>	<i>Page 4</i>
<i>Scholarship Committee WIT-LA Scholarship</i>	<i>Page 5</i>
<i>2005 Board of Directors</i>	<i>Page 6</i>
<i>Membership</i>	<i>Page 7</i>

Upcoming Events

December 15, 2004

WIT-MAS

In Greece

*Annual Holiday Celebration
&*

Charity Benefit

Great Raffles and Fun

6:00P-10:00P

**PAPADAKIS
TAVERNA**

*301 West 6th Street
San Pedro, CA 90731*

January 21, 2005

State of the Port Address

6:00 P.M.

*LAX Westin Hotel
5400 W. Century Blvd.*

Be sure to make your reservation early!

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

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

WIT-LA 2004 Board of Directors

Chairwoman of the Board

Anne Blackwood
Citibank
T: (818) 291-8012
E: anneb@charter.net

President– Caroline Brown

Comerica Bank
T: (310) 297-2852
E: cvbrown@comericat.com

Vice President –Kollyn Kanz

Wells Fargo HSBC The Trade Bank
T: (213) 253-3573
E: kanzko@wellsfargo.com

Secretary & Historian - Brian Murphy

Stein Shostak Shostak & O'Hara
T: (213) 486-0010
E: bmurphy@steinshostak.com

Treasurer—Ikue Duncan

Toyota Motor Sales, USA, Inc.
T: (310) 468 5181
lkue_duncan@toyota.com

Programs & Education

Alicia Rodriguez
Nissan
T: (310) 771-5849
E: alicia.rodriguez@nissan-usa.com

Sarah Stroth

N.F. Stroth & Associates.
T: (310) 937-1587
E: Sarah@infstroth.com

Membership & Marketing

Arthur Fukumoto
Boeing Satellite Systems, Inc.
T: (562) 593-8391
E: arthur.m.fukumoto@boeing.com

Diana Jansson
Dole Packaged Foods Company
T: (818) 874-4774
E: diana_jansson@na.dole.com

Kimberly Smith
Genesis, Inc.
T: (818) 292-1878
E: smith.kimberly@verizon.net

Newsletter & Media Relations

Lilia Navarrete
Internacional Marketing Consultant
T: (626) 796-2070
E: Lcnavarrete@yahoo.com

OWIT Representative

Kayla Owens
Law offices of Elon A. Pollack
T: (818) 337-1621
E: kymburlyann@yahoo.com

President's Letter

(Continued from page 1)

worthwhile charitable organization. We will also be awarding our fourth Marjorie M. Shostak Scholarship Award for \$1,000 to a deserving college student at this event.

I am pleased to announce that WIT-LA will be transitioning to a new Board of Directors in January. Kollyn Kanz has been my right hand and very capable Vice President for the last two years. She will be our new chapter President. I would like to extend my sincere thanks for her support as well as the support of our dedicated Board of 2004. They have shown tremendous dedication and done a wonderful job.

Wishing You All a Happy and Prosperous 2005!



OWIT CORNER



Caroline Brown, WIT-LA President, attended the OWIT International Conference in Tampa, Florida, which was held in November, 2004.

Caroline returned from the conference very enthusiastic with OWIT's news and in 2005 we will be working very closely with our exchange chapter in Alberta, Canada.

During the conference, OWIT voted in five new chapters totaling 40 chapters worldwide, including Copenhagen, Denmark, Johannesburg, South Africa, Monterrey, Mexico and Brussels, Belgium as well as Cairo Egypt. The newly-voted in OWIT Denmark chapter will host the 2005 OWIT Annual International Conference in Copenhagen in November 2005. Adair Heuchan, Counsellor to the World Trade Organization (WTO) for the Government of Canada, in Geneva, was also honored as "Woman of the Year in International Trade."

The executive board for OWIT will be working on OWIT's 2005 business plan. I, Lilia Navarrete, after three years as editor of the *LA-WIT*, will be our OWIT Representative for 2005 and I will actively keep you informed of all developments and promote further networking within OWIT.

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 lcnavarrete@yahoo.com.

WIT-LA's Customs Professional Network

WIT-LA completes its second year of very successful Customs Professional Network brownbag lunches championed by Ikue Duncan and hosted by Toyota Motor Sales. As 2004 comes to a close, WIT-LA plans for 2005 CPN meetings.

This year, CPN was held three times at Toyota. The topics covered included "Export Control Basics", "9801/9802", and "What Entry Teams Do". Our last meeting was very successful as nearly seventy professionals attended the "Entry Team" meeting.

For 2005, WIT-LA wants to build on our successful past and hold more CPN meetings than in 2004. If you are interested in working as a committee for CPN, please contact Ikue Duncan, Sarah Stroth, or Alicia Rodriguez.





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. Our recent Drawback Seminar in November was a huge success!

In 2005, our first event of the year will be our annual *State of the Port Address*, to take place January 21, 2005. Our featured speakers once again 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) your reservation now.

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.*

International Trade Update

China is one of the United States' fastest-growing export markets where U.S. consumers benefit greatly from two-way trade with China with the ability to purchase low-cost imports. Annual U.S. exports to China have increased seven-fold since 1990, reaching \$28.4 billion in 2003. Major U.S. exports to China include power generation equipment, electrical machinery, aircraft and medical equipment. Imports from China are not direct substitutes for U.S. made goods. U.S. imports from China are substitutes for U.S. imports from other low-wage economies largely in East and Southeast Asia. Top U.S. imports from China are low-tech electrical machinery, toys, footwear, and apparel.

Regarding apparel, and as a result of the Uruguay Round Agreement on Textiles and Clothing, a full integration of textiles and textile apparel manufactured in countries that are members of the World Trade Organization will commence on **January 1, 2005**. This is the fourth and final phase of the integration. On this date, all textiles and textile apparel manufactures in a WTO country and exported on/after January 1, 2005 will no longer be subject to quota restrictions. The Committee for the implementation of Textile Agreements represented by various federal agencies is responsible for setting the policy concerning the final phase of the integration. Customs and Border Protection is responsible for implementing the policy.

There are certain safeguard actions in effect for certain textile/textile products manufactured in China. These exist in the form of absolute quotas. Once the quantity permitted under the safeguard is reached, no further entries or withdrawals for consumption of merchandise subject to the safeguard are permitted.

Entry requirements that are noteworthy include importers/brokers will be required to file a "live" entry for textiles and textile apparel manufactured in a WTO country that is subject to a quota as a result of a safeguard action. Currently, the only safeguard action in effect is for textile and apparel quota categories 222, 349/649, 350/650, 332, 432 and 632. An ABI importer/broker will also be able to transmit non-quota paperless summaries for goods that are exported on or after January 1, 2005 that are not subject to tariff preference levels, antidumping or countervailing duties, or other restrictions that would preclude a paperless summary. Shipments of textiles and textile apparel manufactured in non-WTO countries that are subject to quota/visa will require the submission of an entry/entry summary or warehouse withdrawal for consumption in proper form with the estimated duties attached or scheduled for ACH payment.

No programming changes will occur for non-WTO countries or countries that have safeguards imposed. All automated visa/quota records for non-WTO countries will remain in place. Brokers will still be required to file entries using entry type code 02 with the appropriate documents. For further information refer to the Department of Commerce website, <http://otexa.ita.doc.gov>.



APEC UPDATE

During APEC's conference in November held in Santiago Chile, APEC Member Economies committed to a new plan for paperless trading. The plan lays out specific actions to reduce costs and improve efficiencies for business by replacing paper international trade documentation with their electronic equivalents.

APEC strategies and actions towards a cross-border paperless trading environment will reduce duplication and waste in trade transactions by promoting cooperative efforts among a wide range of government agencies and private transportation businesses. These strategies include initiatives to harmonize domestic laws and customs declaration procedures through the establishment of a web-based single-window information exchange framework.

The action plan expects that most economies will enhance their domestic paperless trading system and begin pilots for cross-border exchange by 2010. The goal is to establish a comprehensive paperless trading environment across the region by 2020.

Scholarship Committee Reviews

Marjorie M. Shostak Scholarship Applicants

The WIT-LA scholarship committee for 2004 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 4th annual Marjorie M. Shostak Scholarship Award.

The award of \$1000 will be presented at the Annual WIT-MAS Holiday Charity Benefit to be held on *December 15, 2004* to the scholarship recipient, who will be presented at that time.

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

Current Scholarship Circle Members:

[Avery Dennison,](#)

[Citizen Watch of America,](#) [Nissan North America,](#)

[Price Transfer, Inc.,](#) [Stein, Shostak, Shostak, & O'Hara,](#)

and [Toyota Motor Sales, USA, Inc.](#)

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

*Remember to make your reservations early for our annual year-end holiday charity benefit at the **Papadakis Taverna**, in San Pedro, CA. It will be a great, fun-filled dinner with Greek music, great food and the opportunity to meet our 2004 Marjorie M. Shostak Scholarship Recipient.*

We greatly appreciate the sponsors for our 2004 WITMAS event. They include: American Honda Motors, AMH Consultants, Avery Dennison, Aurora Investigative Consultants as well as Rodriguez, O'Donnell, Ross, Fuerst, Gonzales, Williams & England, PC.



WIT-LA Elects New Board of Directors for 2005

WIT-LA has elected its new Board of Directors for 2005. 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 2005.

Chairman	Caroline Brown, <i>Comerica Bank</i>
President	Kollyn Kanz, <i>Wells Fargo HSBC Trade Bank</i>
Vice President	Ikue Duncan, <i>Toyota Motor Sales</i>
Secretary	Brian Murphy, <i>Stein Shostak Shostak & O'Hara</i>
Treasurer	Hana Hrabec-Snyder, <i>Bank of the West</i>
OWIT Representative	Lilia Navarrete, <i>International Consultant</i>
Newsletter Co chair	Robert Olson, <i>PricewaterhouseCoopers</i>
Newsletter Co Chair	Sandra Calloway, <i>Herbalife International</i>
Programs Co chair	Alicia Rodriguez, <i>Nissan North America</i>
Programs Co chair	Sarah Stroth, <i>N.F. Stroth & Associates</i>
Membership Co chair	Elizabeth Glynn, <i>Raytheon</i>
Membership Co chair	Arthur Fukumoto, <i>Boeing Company</i>
Membership Co chair	Kayla Owens, <i>Law Offices of Elon A. Pollack</i>

Important Announcement

WIT-LA will be celebrating its 20th anniversary in 2005. We are very proud of our accomplishments and very excited we have reached this milestone.






We are in the process of planning a special celebration along with other exciting programs during the year. We will update you as soon as we have determined the details. Stay tuned for a great year!



WIT-LA Keeps Growing in 2004

Once again, **WIT-LA**, an organization that plays a vital role of education and networking in the international trade community of Los Angeles, continues to increase membership to record highs.

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 2004:

-  *Thirty Corporate Memberships including three new Corporate Members; PricewaterhouseCoopers, The Disney Store and Line 6.*
-  *Six Scholarship Circle Memberships;*
-  *Thirteen new individual members as well as three new student members;*
-  *Last year, current membership was 185; Today, WIT-LA is over 205 members strong!*
-  *Once again, it translates to 11% growth in membership over the 2003 membership numbers.*

Scholarship Circle Members

*Avery Dennison
Citizen Watch Company of America
Price Transfer, Inc.
Toyota Motor Sales USA, Inc.
Nissan North America
Stein Shostak Shostak & O'Hara*

Welcome To Our New Members!

Ashok Sadhwani, Jill Meeks, Debra Hale, Brett Tarnet, Janie Dsechert, Arthur Zavala, Eileen Crosser, Deborah Maynes, Patee Malone, Shankar Ram, Susan Chow, Linda Mills, Lisa Gaston, Elaine Abbott, Phyllis Pollack, John Segal, Sandra Sickman, Ann Wong, Waynette Day, Leah Wolin, Christina Robertson, Lara Mastova, and Catherine Habecker



HAPPY HOLIDAYS

*And a very Happy and Prosperous 2005 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 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)