



— WOMEN IN INTERNATIONAL TRADE — LOS ANGELES —

**2010
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**WITnews – 2010
Second Quarter**

Upcoming Programs:

**Getting Past Ni Hao!
Basics of Chinese Language & Culture for Business
Professionals**

Come spend an afternoon to learn: Introduction to Chinese
Language, Culture & Business Etiquette

Are you currently doing business in China? Are you
interested in pursuing business opportunities?

Will you be travelling to China and want to learn some basic
phrases and vocabulary before you go?

This workshop is for you!

Featured Speakers:

Lanie Denslow – International Director, FIDM

Terri Batch – Sr. International Trade Specialist, US
Commercial Service

Generous Sponsors:

Avalon Risk Panalpina El Camino College

Date: August 18, 2010

Time: 2:00-5:00 pm

Location:

Membership Chair

Glenn Patton
*Roanoke Trade
Services, Inc.*

OWIT

Representative

Lilia Navarrete
*LKN Global
Enterprises, Inc.*

Andrea King Warren
Coppersmith, Inc.

Jackie Prince

Elizabeth Glynn
UCLA Extension

El Camino College Business Training Center

13430 Hawthorne Blvd., Hawthorne California 90250
USA

Cost:\$40 members \$50 non-members

(include lesson materials, snacks and beverages)

LIMITED SEATS ARE AVAILABLE - RSVP TODAY!!!

Register online www.wit-la.org or email to
wit-la@earthlink.net

Customs Professional Network

Brown Bag Lunch Series

FREE Benchmarking and Users' Group

For Members Only

Tuesday, September 14, 2010
12:15 p.m. to 1:45 p.m.

American Honda Motor Co.
1919 Torrance Blvd. Torrance, CA 90501

Featured Topic: **EXPORT COMPLIANCE**

Led by **Bruce Leeds**, Braumiller Schulz LLP

Exporting today is certainly NOT what it used to be. With so many changes in export requirements, this discussion is the perfect opportunity to find out how your colleagues are dealing with the current regulations. Even if you are an import guru, it is prudent that you are also familiar with export compliance. Whether you are a savvy exporter or someone just wanting to get your feet wet in an overview

of export laws, join us on September 14!

- *Export Compliance Programs*
- *Transportation Security Administration (TSA) target on 100% Cargo Screening*
- *Certified Cargo Screening Programs (CCSP)*
- *Automated Environment System (AES)*
- *Electronic Export Information (EEI)*
- *Internal Transaction Numbers (ITN)*
- *Export Penalties*
- *Role of Bureau of Industry and Security (BIS) and U.S. Census Bureau*
- *Laptop travel policies*
- *Lithium Batteries policies*

Participation is FREE to WIT members, but reservation by 9/10/10 is required.

You are welcome to bring your own lunch, or feel free to advance purchase a prepared turkey sandwich box lunch for \$15 (must order in advance)

Other Upcoming Programs:

October 2010: **Mitigating Your Risk in International Trade**
(Letters of credit, foreign exchange, and cargo insurance)

December 2010: **Annual WITmas Event**

May 7, 2011: **19th Annual Day at the Races**

Cooperating Organization Events:

August 26, 2010: **FTA's Summer Membership Mixer**, hosted by Price Transfer, Inc.

Tabletop displays * Meet & greet Customs & Border Protection officials * Get an inside look at a Central Examination Station * Eat, drink and be merry on a lazy August afternoon. To register: www.ftasc.org

March 2011: **Connecting Women to Power**

Summary of Recent Programs:

May: Day at the Races

WIT kicked off its World Trade Week celebration in May with its 18th Annual "Day at the Races". The Races provided a synergistic afternoon of informal networking and the 136th running of the Kentucky Derby.

Participants this year were represented by five associations: Women in International Trade, Los Angeles (www.wit-la.org), Foreign Trade Association (www.ftasc.org), German-American Business Association (www.gaba-network.org), Institute of Management Consultants (www.imcusa.org), and Thunderbird Alumni Association (www.thunderbird.edu). Also joining us were WIT member Alicia Rodriguez and her guest, winners of 'Day at the Races' tickets at the WITmas 2009 holiday celebration.

We enjoyed a scrumptious buffet lunch on the Finish Line Café, the best location for viewing the races at Hollywood Park. In between the races trade professionals from throughout Los Angeles, Orange County, and San Diego met and chatted with one another.

Each year Hollywood Park recognizes participating

organizations by inviting a representative group to watch their designated race at the finish line. This year, our associations were recognized in the 5th race. Representatives from each association, including the Trade Commissioner of Peru and his son, earnestly cheered as Ireland's entry won the race. The enthusiasm was magnetic.

The ever popular "Lost Ticket Raffle" was eagerly enjoyed by anyone who placed a wager but whose horse didn't win. It's amazing how much excitement can be generated with a \$2 wager. Raffle winners were treated to food items (including exotic coffees) from across the globe, and the delight of having won something.

All in all, this was an exceptional opportunity for global trade professionals and their guests to network in an informal setting and to enjoy an extraordinary afternoon at the Races. Derby Hats off to board member Elizabeth Glynn, who coordinated another memorable World Trade Week event!

June: WIT User Group: Import Security Filing

Thank you to those who gathered to discuss ISF and where we believe we stand today in terms of the status of the feedback given to CBP thus far. Interested parties were enlightened to learn that others faced identical or similar problems in their daily routine with ISF. Comments were compiled so that they may be generally submitted to CBP in hopes of enhancing the current system and the progress report process.

7th Annual Global California conference

On June 23rd, over 100 professionals representing economic development organizations, trade promotion service providers, shippers and array of small to mid-sized enterprises (SMEs) met at the Los Angeles Chamber of Commerce to discuss President Obama's National Export

Initiative (NEI) and how online solutions can help our SMEs meet the President's challenge of doubling exports in the next five years.

Could't make it? No worry. You can view details and recordings of the conference presentations at <http://www.mbita.org/gc2010/presentation-recordings2010.html> .

July: WITmas in July

Intriguing business dialogue; pleasant social conversations; entertaining band performance; fun-filled raffle drawings – this was what the attendees experienced last month. On this evening, President Sarah Stroth kicked off a challenge to the WIT membership to a fundraising goal of \$15,000 to build a school or library in a third-world country via the Room to Read's organization. Stay tune for more information as supporters are asked to vote on the country of preference for WIT's very first location. Every dollar helps!

OWIT:

Congratulations to our very own Chair of WIT-LA, **Kollyn Kanz, recipient of the OWIT Member of the Year Award**. Those of us who know Kollyn is familiar with her tireless efforts as an OWIT champion at both the local and international levels for the last 16 years. Kollyn became actively involved with the New York and Atlanta Chapters of OWIT from 1994-1998 before she became involved with WIT-LA, where she has held various positions. In 2007, she joined OWIT's Executive Committee as Treasurer where she established best practices, ensured transparency and accountability, and provided templates and guidelines to support the Monterrey Chapter for the 2008 conference. Kollyn continues to be a major pillar and active leader in the organization. Please extend your congratulations the next time you see her at a WIT-LA

event!

Since the start up of WIT and OWIT, past and present board members of WIT-LA have exemplified exceptional leadership beyond local and regional levels to national and international esteem. WIT-LA members should be proud of such extraordinary efforts by his and her peers, as such participation transcends to a greater acknowledgment of our chapter's important mission in assisting international trade.

Did you know about these other OWIT accomplishments by WIT-LA members?

·Marian Duntley, founder of WIT-LA, was the recipient of the OWIT Woman of the Year Award

·Nancy Hiromoto, president of WIT-LA in 1999, served on the OWIT Advisory Board

·Lilia Navarette, boardmember of WIT-LA, served as President and Chair of OWIT

Membership:

Have you received a renewal notice? Avoid delay and renew today!

Members are invited to join the Hospitality Committee. Schedule a date to join an upcoming WIT event; assist in greeting registrants; and receive complimentary registration for that event! (Complimentary registration is limited to two designated events per 12-month period). Email to WIT-E-Line to sign up: info@wit-la.org .