



EIB World Trade Headlines

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Anti-Terrorism....What Does it Mean?

Since 9/11 we have come to know that terrorists live and breathe among us. They are people from all backgrounds who become zealot in their murderous desire to avenge what they see as offensive. They are clearly misguided and often young.

The purpose of Homeland Security, CTPAT, Customs Trade Partnership against Terrorism and our own efforts in the export community in Anti-Terrorism, is to be ever more diligent. Most products that have commercial control for export are controlled for reasons of Anti-Terrorism.

Our part in protecting our nation's security is to ensure these products do not export, but what about domestic shipments? What about domestic access? Do we not have enough controls?

When in the same week as the Boston Marathon Bombing, a Fertilizer Building could explode in West Texas under what looks like an accidental response to Fertilizer Fire by courageous Volunteer Fire Fighters, one wonders are we paying enough attention to the right concerns?

Were there access controls around the perimeter of the building? Were there threat assessments being reviewed internally and externally?

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Was the facility at risk? Were the Volunteer fire fighters who so bravely fought the fire, adequately trained and equipped? What if the terrorists dropped a backpack bomb in West Texas at the Fertilizer plant? Are there more plants out there like that?

In the years since 9/11, we have been tightening import and export controls, but have we taken internal security seriously enough? When anyone can buy up to 50 lbs of gun powder, or other weapons of serious destruction without so much as an ID or a background check are we doing enough?

"Soft targets" and companies remain vulnerable. What other companies nearest each of us are at grave risk? Have we ignored the obvious and not secured the things in our own back yard that could do us the most harm? - Jeanette Reed

One of our own customers blazes a trail toward conflict free minerals and socially responsible compliance!

Columbia Tech Commits to Environmentally and Socially Responsible Manufacturing

**WORCESTER, Mass.,
March 7, 2013 /PRNewswire**

Columbia Tech, a contract manufacturing division of Coghlin Companies, has stated that they are committed to social and environmental responsibility in their supply chain in regards to conflict minerals and the Conflict Region. There has been increased awareness of violence and human right violations in the mining of certain minerals from the "Conflict Region", an area in the eastern portion of the Democratic Republic of the Congo and surrounding countries.

The Electronic Industry Citizenship Coalition (EICC) and the Global e-Sustainability Initiative (GeSI) has created a Supplier Code of Conduct and a common means to collect information on the source of the 3TG (tantalum, tin, tungsten, and gold). Their position is that companies should undertake due diligence with their supply chain to assure that specified metals are not being sourced from mines in the Conflict Region, which is controlled by non-government military groups, or unlawful military factions.

(Continued above)

"Columbia Tech supports the actions of the EICC and GeSI and is obtaining information from our current metal suppliers concerning the origin of the metals that are used in Columbia Tech's manufacturing operations," stated Richard Schulman, Vice President of Quality at Columbia Tech. He continued, "Based upon current information provided by our suppliers, Columbia Tech does not knowingly use any metals derived from the Conflict Region in our manufacturing or product development activities."

The US Securities and Exchange Commission (SEC) released the rules for Section 1502 of the Dodd-Frank Wall Street Reform and Consumer Protection Act that require U.S. publicly traded companies to make certain disclosures related to the 3TG used in their products. Columbia Tech conducts commerce with publicly traded companies who are committed to adhering to these requirements.

About Coghlin Companies

Coghlin Companies, Inc. is a privately held company specializing in helping companies cost-effectively improve their time-to-market. Based in Worcester, Massachusetts, Coghlin Companies spans four generations representing more than 128 years of manufacturing experience and leadership.

Subsidiaries include: Columbia Tech, which provides turnkey manufacturing services to a diverse customer base, including OEMs in the bio-science, semiconductor, LED, medical device, green energy technology, data storage, and automation systems and controls industries; DCI Engineering, an engineering design and pre-production support services company; and Cogmedix, an FDA compliant and ISO 13485 certified medical subassembly and finished medical device contract manufacturer.

SOURCE Coghlin Companies RELATED LINKS

<http://www.coghlincompanies.com>

Upcoming BIS Seminars on the West Coast

There is still space available in our April 23-24, 2013 seminar, "Complying with US Export Controls," in Milpitas, CA. This two-day seminar provides the key information you need to comply with the Export Administration Regulations. This program will also feature a presenter from the Office of Foreign Assets Control, who will cover US sanctions administered by the US Department of Treasury.

You can register for this event at: <http://www2.paei.org/events>. MCLE Credit is available for this program. This will be the last BIS seminar in the Bay Area until later in the Fall.

Other "Complying with US Export Controls" programs coming up on the west coast this spring:

May 8-9, 2013, Newport Beach, CA
June 13-14, 2013, Seattle WA

FOR IMMEDIATE RELEASE BUREAU OF INDUSTRY AND SECURITY Office of Congressional and Public Affairs April 25, 2013 beta-www.bis.doc.gov (202) 482-2721



-Industry Notice-

DTrade SHA 256 Digital Certificates

The DDTC technology department is working to ensure DTRADE2 is SHA-256 digital certificate compliant by December 30, 2013. Further SHA-256 digital certificate guidance from DDTC will be provided by September 2013. Should your digital certificate require renewal prior to December 30, 2013 please ensure you are purchasing the SHA-1 digital certificate that is compatible with DTRADE2 from your ACES GSA authorized vendor. (04.25.13)

2013 Schedule for Export Compliance Seminars - AES and PcLink Workshops*

*March 5-6, 2013
Ft. Lauderdale, FL (Spanish)

*March 7-8, 2013
Ft. Lauderdale, FL (English)

*March 13-14, 2013
Houston, TX

*April 10-11, 2013
Norfolk, VA

*May 15-16, 2013
Chicago, IL

*June 5-6, 2013
Seattle, WA

*September 9-10, 2013
Orlando, FL

*October 9-10, 2013
Milwaukee, WI

*October 23-24, 2013
Boston, MA

*November 6-7, 2013
Dallas, TX

*December 4-5, 2013
Savannah, GA

***Dates/locations are subject to change. Please visit our Web site at www.census.gov/foreign-trade**

BIS Proposes New Amendments to EAR and ITAR

**Bureau of Industry and Security
U.S. Department of Commerce**

As part of the Export Control Reform (ECR) Initiative, the Bureau of Industry and Security (BIS), and the Directorate of Defense Trade Controls (DDTC), Department of State, have published multiple proposed amendments to the Export Administration Regulations (EAR) and the International Traffic in Arms Regulations (ITAR), respectively, to strengthen national security by fundamentally reforming the export control system.

This final rule implements the initial ECR changes by adding a structure and related provisions to control munitions items that the President has determined no longer warrant export control on the U.S. Munitions List (USML) on the Commerce Control List (CCL), specifically aircraft, gas turbine engines, and related items. "Today's publication of implementation rules is the result of extraordinary interagency cooperation to realize the President's vision of export control reforms that enhances national security by focusing our resources on the threats that matter most," said Under Secretary of Commerce Eric L. Hirschhorn.

This rule is being published in conjunction with a Department of State rule that revises the USML so that upon the effective date of both rules, the USML and CCL and corresponding regulatory structures will be complementary.

Both rules become effective October 15, 2013. [Commerce Rule](#) [State Rule](#)

View more ECR news at [Export Control Reform News](#) or <http://beta-www.bis.doc.gov/index.php/about-bis/newsroom/export-control-reform-news>.

Bureau of Industry and Security Announces \$2.8 Million Civil Settlement with Computerlinks FZCO for Charges Related to Unlawful Exporting of Technology to Syria

**FOR IMMEDIATE RELEASE BUREAU OF INDUSTRY AND SECURITY Office of Congressional and Public Affairs
April 25, 2013 beta-www.bis.doc.gov
(202) 482-2721**

WASHINGTON –The U.S. Department of Commerce's Bureau of Industry and Security (BIS) today announced that Computerlinks FZCO, Dubai, United Arab Emirates, has agreed to pay a \$2.8 million civil penalty following allegations that it committed three violations of the Export Administration Regulations (EAR) related to the transfer to Syria of devices designed to monitor and control Internet traffic. In addition to the civil penalty, which is the statutory maximum, the company has agreed to submit to independent, third-party audits

"Today's settlement reflects the serious consequences that result when companies evade U.S. export controls. It is the result of an aggressive investigation and prosecution by BIS of the unlawful diversion of U.S. technology to Syria," said Under Secretary for Industry and Security Eric L. Hirschhorn. "It is vital that we keep technology that can repress the Syrian people out of the hands of the Syrian government."

BIS alleged that on three occasions in 2010 and 2011, Computerlinks FZCO engaged in transactions or took actions with the intent to evade the EAR in connection with the unlawful export and reexport to Syria of equipment and software obtained from Blue Coat Systems, Inc., of Sunnyvale, California ("Blue Coat"), designed for use in monitoring and controlling Internet traffic. The equipment and software are controlled due to national security and anti-terrorism reason, and as encryption items, and valued at approximately \$1.4 million.

Computerlinks FZCO was an authorized distributor in the Middle East for Blue Coat, distributing Blue Coat hardware and software products and providing support services to resellers and end users, including account, sales, and installation support and assistance. Under the distribution agreement with Blue Coat, Computerlinks FZCO was obligated to "comply with all export and import laws, rules, policies, procedures, restrictions, and regulations of the Department of Commerce" The distribution agreement also contained additional safeguards specially applicable to Computerlinks FZCO, including that all orders to Blue Coat were to specify the end user of the ordered items.

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Computerlinks FZCO provided Blue Coat, the U.S. manufacturer and exporter, with false information concerning the end user and ultimate destination of the items in connection with these transactions. Computerlinks FZCO knew that the items were destined for end users in Syria. However, when placing these orders with Blue Coat, Computerlinks FZCO falsely stated that the ultimate destination and end users for the items was the Iraq Ministry of Telecom (on two occasions) or the Afghan Internet service provider Liwalnet (on one occasion). The items subsequently were shipped to Computerlinks FZCO in the U.A.E. for ultimate delivery to Syria without the required licenses having been obtained. If you haven't been to a seminar before, or if it's been a while, we encourage you to attend.

We have more information available on our website at: <http://beta-www.bis.doc.gov/>. We hope to see you at one of our programs in the near future.

Upcoming Events

****Event:** New England Trade Adjustment Assistance Center (NETAAC) Informational Webinar

Date: May 21, 2013

Time: 1:30-2:30PM EST

Cost: Free

Register Here:

<https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=3Q79>

New England Trade Adjustment Assistance Center, Inc. (NETAAC) is a government funded non-profit organization that offers cost-shared assistance for import-impacted manufacturers through a grant from the U.S. Department of Commerce.

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NETAAC was formed to aid manufacturing companies in Connecticut, Maine, Massachusetts, New Hampshire, Rhode Island, and Vermont that have been negatively impacted by import trade. Qualifying businesses receive financial assistance to co-fund business-reviving initiatives that can address marketing, branding, strategy planning, e-commerce, lean manufacturing, ISO registration, and more.

NETAAC's goal is to help New England manufacturers increase profitability and retain employees while competing with imported products. In 2011, manufacturers working with NETAAC received over \$5.1 million in approved assistance, an average of \$125,000 per firm. There is no cost to apply to the program to determine eligibility and NETAAC handles all associated paperwork. All information regarding manufacturers in the program is held in strict confidence by NETAAC.

This free informational webinar will provide insight into NETAAC, which could ultimately give your business an advantage in the globalizing marketplace.

For additional information please contact Anthony.Sargis@trade.gov.



Upcoming Events (Continued)

****Event: DISC: Tax Incentive for Businesses**

Selling Abroad

Date: May 16, 2013

Time: 1:30-2:30PM EST

Venue: At Your Desk

Cost: \$25.00

Register Here:

<https://emenuapps.ita.doc.gov/ePublic/newWebinarRegistration.jsp?SmartCode=3Q6A>

Please join the U.S. Commercial Service and Rogin Nassau LLC for a 60 minute webinar on the domestic international sales corporation tax incentive program. The Domestic International Sales Corporation or DISC tax incentive program is designed to help stimulate U.S. exports, while encouraging businesses to maintain and expand their facilities within the U.S. Qualified businesses include: manufacturing, software development, engineering, architecture, and others.

The DISC program is a unique way to help your business add to the bottom line. This webinar will provide a brief background on the DISC program itself, along with guidance on the implementation of the DISC program, enabling you to determine whether the DISC program will benefit your individual business.

For additional information please contact Anthony.Sargis@trade.gov.

****Event: Complying with U.S. Export Controls**

Date: June 13-14, 2013

Time: 8:30 am-4:30

Venue: Holiday Inn SeaTac International Airport, 17338 International Blvd., Seattle, Washington 98188

Cost: \$445.00

Register: Contact Tamara Thorhallsson at (206) 389-7301 by phone or call the BIS Western Regional Office at (949) 660-0144 or (408) 998-8806

This two-day program is led by BIS's professional counseling staff and provides an in-depth examination of the Export Administration Regulations (EAR). The program will cover the information exporters need to know to comply with U.S. export control requirements on commercial goods. We will focus on what items and activities are subject to the EAR; steps to take to determine the export

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licensing requirements for your item; how to determine your export control classification number (ECCN); when you can export or re-export without applying for a license; export clearance procedures and record keeping requirements; Export Management Compliance Program (EMCP) concepts; and real life examples in applying this information. Presenters will conduct a number of "hands-on" exercises that will prepare you to apply the regulations to your own company's export activities. This program is well suited for those who need a comprehensive understanding of their obligations under the EAR.

The Office of Foreign Assets Control (OFAC) of the Treasury Department will discuss their current embargos.

About the Instructors

The instructors are experienced export specialists, and enforcement personnel from our BIS field offices and other agencies. The instructors will be available throughout the seminar to answer your questions on how the export regulations affect the export activities of your organization or client.

Accommodations

Please make your reservations directly with the hotel by calling (877) 573-2822 and mention "BWS" to receive the special conference rate of \$115.00.

****Event: Complying with U.S. Export Controls**

Date: August 7-8, 2013

Time: 8:30-4:30

Venue: Sheraton Gateway Hotel, 6101 W. Century Blvd., Los Angeles, CA 90045

Cost: \$450.00

Register: Contact the U.S. Commercial Service Export Assistance Center at (949) 660-1688

This two-day program is led by BIS's professional counseling staff and provides an in-depth examination of the Export Administration Regulations (EAR). The program will cover the information exporters need to know to comply with U.S.

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export control requirements on commercial goods. We will focus on what items and activities are subject to the EAR; steps to take to determine the export licensing requirements for your item; how to determine your export control classification number (ECCN); when you can export or re-export without applying for a license; export clearance procedures and record keeping requirements; Export Management Compliance Program (EMCP) concepts; and real life examples in applying this information. Presenters will conduct a number of "hands-on" exercises that will prepare you to apply the regulations to your own company's export activities. This one-of-a-kind program is well suited for those who need a comprehensive understanding of their obligations under the EAR. The Office of Foreign Assets Control (OFAC) and the Office of Antiboycott Controls (OAC) will participate as well.

Continuing legal education credit (MCLE) is available, and varies with the length of each seminar, for California State Bar members.

About the Instructors

The instructors are experienced export policy specialists, and enforcement personnel from BIS's field offices. The instructors will be available throughout the seminar to answer your questions.

Accommodations

Please make your reservations directly with the hotel by calling (310) 642-1111

Other Questions

For more information or questions on the topics to be covered, please call the BIS Western Regional Office at (949) 660-0144 or (408) 998-8806

****Event:** Complying with U.S. Export Controls
Date: September 10-11, 2013
Time: 8:30 am-4:30
Venue: Crowne Plaza, 777 Bellew Drive, Milpitas, CA 95035
Cost: \$475.00
Register: Contact PAE/Administrator (408) 532-7234

(Continued above)

This two-day program is led by BIS's professional counseling staff and provides an in-depth examination of the Export Administration Regulations (EAR).

The program will cover the information exporters need to know to comply with U.S. export control requirements on commercial goods. We will focus on what items and activities are subject to the EAR; steps to take to determine the export licensing requirements for your item; how to determine your export control classification number (ECCN); when you can export or re-export without applying for a license; export clearance procedures and record keeping requirements; Export Management Compliance Program (EMCP) concepts; and real life examples in applying this information. Presenters will conduct a number of "hands-on" exercises that will prepare you to apply the regulations to your own company's export activities.

This program is well suited for those who need a comprehensive understanding of their obligations under the EAR. The Office of Foreign Assets Control (OFAC) will discuss their latest embargos and sanctions.

Continuing legal education credit (MCLE) is available, and varies with the length of each seminar, for California State Bar members.

About the Instructors

The instructors are experienced export policy specialists, and enforcement personnel from BIS's field offices, as well as representatives from other U.S. government agencies, as appropriate. The instructors will be available throughout the seminar to answer your questions on how the export regulations affect the export activities of your organization or client.

Accommodations

Please make your reservations directly with the hotel by calling (888) 233-9527. Mention the group name "Professional Association of Exporters and Importers" to receive the special conference rate of \$165.00 for standard rooms. Complimentary shuttle transportation to and from the San Jose International Airport and complimentary parking at the Crowne Plaza Hotel is available.

Other Questions

Call the BIS Western Regional Office at (949) 660-0144 or (408) 998-8806.

Raytheon Company Consent Agreement

Consent Agreements, 2013: Raytheon Company:

Raytheon Company settled allegations that it violated the AECA and the ITAR by failing to properly manage Department-authorized Part 124 agreements and Part 123 temporary import and export authorizations.

http://www.pmdtc.state.gov/compliance/consent_agreements/Raytheon.htm

Four Easy Steps to Expand to New Markets Now

1. Examine Complementary Markets

SEE THIS LINK:

http://export.gov/expand/eg_main_021867.asp

Where are you shipping now? It's likely that similar conditions exist in other markets, indicating that your product or service could be successful there too. For example:

- Most of the 58 percent of companies that ship to only one market, ship to either Canada or Mexico, taking advantage of North American Free Trade Agreement (NAFTA) privileges.
- For those companies, considering expansion to the other NAFTA partner or to the countries which recently entered into the Central America Free Trade Agreement (CAFTA) might make a lot of sense.
- If you export to the United Kingdom, expanding to Ireland or the Nordic countries will probably require little effort since regulatory requirements and business culture are very similar.

A useful source of market intelligence is the U.S. Commercial Service's [market and industry research](#) written by our in-country trade professionals.

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2. Track Global Demand of Your Product

Since you already ship to one country and have your product's HS classification, you can leverage two powerful data sources to paint a clearer picture of the demand—and competition—for your product:

- [Trade Stats Express](#)
This U.S. Department of Commerce tool enables you to look at the global trade patterns for your specific product and focus on key markets for your export expansion.
- ranking.

Contact Your Local Trade Specialist

No matter where you are in the United States, there is a U.S. Commercial Service office near you staffed by trade professionals who can assist in finding new markets. These specialists will work with you and their counterparts in U.S. embassies and consulates around the world to explore your product's market potential, distribution channels, and regulatory requirements in potential markets. They will keep working with you to find partners and successfully complete your export sales into those new markets. Find your [local U.S. Commercial Service office](#).

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