



# ICCPA

International Compliance Professionals Association

## ***TRADE WINDS - OCTOBER 2011***

### **HS 2012 Plan of Action**

**Submitted by Matt Gersper, CiGDM**

***This is a recommended plan of action to create a successful response to HS 2012 and keep cross-border trade flowing effectively.***

#### **Step 1**

Assign a **PROJECT LEADER** and give him or her active executive support

#### **Step 2**

Identify all **GLOBAL CONTENT** affected by HS 2012. Use automated screening services<sup>1</sup> to identify current HS classifications scheduled to be changed. Determine what items are affected and must be reclassified. Determine in what countries are you importing or exporting those items. Determine the expertise level and time needed to complete reclassification.

#### **Step 3**

Identify all **COMPANY SYSTEMS** and databases affected by HS 2012. Determine the expertise level and time needed to update the databases and modify company systems as required.

#### **Step 4**

Identify all **TRADING PARTNERS** relying on accurate customs data to support your global business (*suppliers, forwarders, carriers, brokers, and governments*). Develop a communication plan to keep them informed of this project. What can they expect from you? What do you expect from them?

#### **Step 5**

Identify all **GOVERNMENT AGENCIES** governing your imports or exports. Identify all items and HS codes governed by each. Identify all regulatory documents on record for each. Determine the expertise level and time needed to update all regulatory documentation as required.

(continued on pg. 2)

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## HS 2012 Plan of Action—continued

### Step 6

Identify all **TRADE AGREEMENTS** that apply to your imports. Identify all items and HS codes governed by each. Identify all certification documents on record for each. Determine the expertise level and time needed to update trade agreement qualification and documentation as required.

### Step 7

Determine the **TIMELINE** for each task in Steps 2 through 6.

### Step 8

Assign the **PERSONNEL** needed to accomplish each task.

### Step 9

Allocate the **BUDGET** and resources required to accomplish the job within the timeline required.

### Step 10

Create a communication plan to notify all internal/external customers keep them aware of the coming changes.

The next step is up to you. January 1, 2012 is just around the corner!

1 Screening Services Instant Quote: <http://www.gdmllc.com/webinars/Default.aspx?webinarId=68>

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**ICPA New Member Growth—January through September 2011**



**2011 Elected Officers:**

**PRESIDENT**

D. Blane Carroll

**1<sup>ST</sup> VICE PRESIDENT**

Dana Alvarez

**2<sup>ND</sup> VICE PRESIDENT**

Steve Aiello

**TREASURER**

Kathleen DeLaBarre-Bumpus

**SECRETARY**

Cindy Hazlett

**2011 Elected Board Members:**

Susan Havey

Danial Chapman

Mike Rafferty

Andrew Gray

Toni Garcia

Christina Fanfara

Norman Lubeck

Erin Barclay

Margo B Hammar

Susan Leidy

Lynda Westerfield

Craig McClure

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**Congratulations to the Recipients of the Fall 2011 ICPA Scholarships**

First Name	Last Name	State	University Name
Julie	Bowers	SC	Clemson University
Terry	Vybiral	PA	Penn State University
Blake	Barnett	TX	John Hopkins University
Angelica	Diaz	TX	San Jacinto College Central
Heather	Jones	WA	Brigham Young University
Jordan	Zander	TX	Texas A&M University
Aubrey	Whitman	MN	Bethel University
Albert	Bragg	KY	University of Louisville
Caitlyn	Jenkins	NJ	The College of New Jersey
Megan	Dawson	TX	Texas A&M University
Daphne	Chang	TX	University of Texas
Whitney	McCorkle	TX	Tarleton State University
Desiree	Macedo	CA	Cal State San Marcos

**2012 ICPA Conferences**

**ATLANTA**

March 18-22,2012

Info at [www.icpainc.org](http://www.icpainc.org) and  
click on conferences

Registration opens Nov 14<sup>th</sup>

Cost: \$650

**BARCELONA**

June 10-12, 2012

World Trade Center/ Barcelona

Registraion opens in January

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It is with great sadness that we wish to communicate the passing of our colleague and friend, Lisa Thatcher, at the age of 52. Lisa was at her mother's home when she fainted and her heart stopped. She never regained consciousness and passed away in the hospital on Sunday, Jan. 9, surrounded by her family and loved ones.

Lisa worked at Avery Dennison Office Products for 25 years. She began her career at Avery in 1985 as a secretary in the marketing department and, through the years, held eight titles, working her way up to her most recent position as trade compliance manager. If you knew Lisa, you know she approached life and business with high energy and was very passionate about compliance and ensuring we were doing the right thing for the greater good of Avery. She is sorely missed for her dedication, caring nature and, of course, her unsurpassed love for cupcakes, Diet Coke and the Dodgers!



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## We Know What You Did This Summer.....

Ann Lister flew to Portland and spent a day salmon fishing on the Columbia River with Mario Aleman and his family. Hilarity all around! Then, the old gal jumped a train and rode through the Cascades to West Glacier, MT and Glacier National park where she spent time with ICPA folks Kerry Rasmussen and her adorable son Vaughn (from Canada) and Marge O'Connell and husband Mike (from Wisconsin). Glacier is breathtaking and you should make a plan to get there before all the glaciers are gone. Lister then drove down to Bozeman, MT for a meeting with TRG Direct and visited Greg Hodge and his beautiful wife and kids. Flew home to Texas from there. What a great adventure!

Kim Taylor went on a Cruise to Alaska. So did ICPA Board member Craig McClure and his family! ICPA President Blane Carroll took a cruise to the Bahamas that got diverted due to hurricanes! Spent a lot of time "at sea".

Elizabeth Forrest and her boyfriend went to Tulum, Mexico, which is in the Yucatán.

Says it was fantastic! Some highlights of the trip were snorkeling in a freshwater cave, floating down a river in a mangrove lagoon, and visiting Mayan ruins of Chichén Itzá.

The water was turquoise and wonderful, and the food and drinks were great!

Board member Dan Chapman -The family and I went to South Dakota. Got a Cabin in a little town called Nemo. Had several acres of land, nice cabin, and a hot tub. Very cool. Saw Mount Rushmore and the Badlands. Then we went to Wisconsin travelling through Minnesota. Stopped for the night in Austin, Minnesota, and went to the vacation highlight...the SPAM Museum! Now that was awesome! We canoed in Wisconsin. Kris drove me to Chicago, where I got on a plane for DC. She went home with the kiddies.

Rick Miller and wife Gerry visited some of the National parks out west. Zion, Bryce Canyon and the grand Tetons were absolutely amazing from what we're hearing.

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## We Know What You Did This Summer.....

Mark Davies –

We (wife, kids, self) met my wife's family at their cottage in the 1k Islands in upstate N.Y. (Clayton, NY) on the St. Lawrence River. Beautiful!

It was the hottest summer on record. And, they have no air conditioning. The air in the cottage was actually as hot or hotter than the air outside. They have a little cove down at the water which is just a stones throw from their cottage where they keep their boat, kind of like a tiny beach. We spent most day's floating in it just to keep cool. At night, the kids lay in front of the small fans in an attempt to get cool. But, they just blew around the hot air. It brought back some fond childhood memories of the hot summers in upstate N.Y. (my parents didn't have air conditioning back then). We would literally pass out at night from the heat and humidity and at some point during the early morning, it would cool down enough so that you would wake up refreshed. Growing up in N.C., my kids didn't know what summer was like without air conditioning, until then.

Oh, and the actor Viggo Mortensen's (Lord of the Rings, Hidalgo) mother lives practically right next door and her boathouse is in the little cove!

Jodi Leafer -My cousin and I went on a Month Long vacation to Bali! We did a Live-a-board (where we lived on a gorgeous ship and Scuba Dived the Komodo islands for 10 days) then did the land portion of Riding Elephants, White Water rafting and lots of shopping! It truly was an amazing adventure!

Clay Perry took the family to Puerto Rico for a week. Tons of adventures and pics are posted on the ICPA Facebook page!

Board Member Erin Barclay spent lots of time this summer enjoying the great state of Colorado, including a week in Colorado Springs exploring Garden of the Gods, Cheyenne Mountain Zoo, and Cave of the Winds.

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## **We Know What You Did This Summer.....**

From Ray Castagnaro

We wrote, produced, and co-starred in the pilot for a new TV SitCom about a military family trying to cope with Dad's latest deployment to Afghanistan.

My son and I started writing the pilot in the summer of 2009 because I was tired of the kind of tasteless TV comedy that kids are forced to watch these days. We wanted to write something that families could watch together, without embarrassment – good clean family fun, where the kids aren't wise beyond their years and the adults are not idiots. We also wanted to pay tribute to the families of our service people overseas (I am retired military myself.)

In March of this year, I contacted an old college friend who is now a Director in Los Angeles (True Lies, Freaky Friday, Race to Witch Mountain, Unaccompanied Minors, etc.) He gave me some suggestions and then he left the country on behalf of a project for six weeks. When he returned and asked about the SitCom project, I told him that I had auditioned and signed all of the actors, brought in a director, the director was hiring a crew, and that we would begin shooting over the July 4<sup>th</sup> holiday weekend (Thursday through Sunday, the 3<sup>rd</sup>, with the wrap party/cookout on the afternoon of the 4<sup>th</sup>.) He could not believe we got it together in less than four months, (these things apparently take years...) but we did. I guess I didn't know any better.

The SitCom is in Post production for final editing in the hands of my Hollywood friend's production company, being prepared for screening and pitching to the head of family programming for Disney Channel, a TV production company in New York, and a couple of movie stars with their own production companies, who are interested in the career of one of our young stars, an up and coming teen idol breaking into acting. He will play the oldest child in the Colonel's Family.

The show is called "The Colonel's Family" and you can look for it on Facebook (as "The Colonel's Family TV Show,") Twitter (@ColonelsFamily,) and a rough cut of the pilot may be viewed on Vimeo.com (just search for "The Colonel's Family.")

Photos taken on the set and at the wrap party may be found on the Facebook page. Please "Like" it to read the latest news about the show as things progress!

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## BOOK REVIEWS



Many Lives,  
Many Mas-  
ters

**Many Lives, Many Masters, by Brian L. Weiss, M.D.**, is an extraordinary book that reveals how a person, rooted in one way of thinking, can be gently reminded that the world we live in is far more complicated and mysterious than we generally know or understand. In this revelatory work, Dr. Weiss takes us on his personal journey from pure right-brain scientific thought to his peek "behind the curtain" to past lives, the soul ever-lasting, the existence of The Masters and perhaps even, dare one say, the "voice" of "God"? I quick and fascinating read for anyone who is a believer or a disbeliever, or, at least, a fun way to spend a few hours while lounging at the beach!

**Randi Waltuck**



The Search

### **THE SEARCH by Nora Roberts**

If you want a feel good - simple read (my favorite) just to relax with - check this out. Also if you are a dog lover, you will enjoy this even more. It's about a lady that operates a dog-training school and has a volunteer job doing Canine Search and Rescue. She takes up this profession after a personal experience during which she was kidnapped and almost murdered by a serial killer; who did succeed in murdering her fiancé. The murderer, now behind bars - has apparently enlisted an 'apprentice' to reclaim the one 'that got away'.

Even my husband liked this book - so it's not just for 'girls'!

**Beth Pickering**



Victories in the  
Amazon-Living  
on Top of Your  
Circumstances

I highly recommend **Victories in the Amazon --- Living on Top of Your Circumstances by Jimmy and Mary Joe Garrett**. Jimmy and Mary Joe were missionaries in the Amazon back in the 1950's before Brazil had major forms of transportation in the interior such as 'roads'. Most of the travel around the area was by boat, and the idea of electricity, plumbing, and was foreign to the area. Each chapter of the book shares a portion from their personal diaries. You will feel like you are living there with them along with their many spiritual ups and downs such as having to separate with their 12 year old daughter for years because of an illness that required her to go back to the USA to live with another family. As you go through each chapter, you will realize that we need to count the many blessings that we have and be thankful for the things we take for granted.

**W. Clayton Perry**

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## Tips from the Great and Powerful Webmaster

Some members still don't know the ANSWER DATABASE stores all the previously asked and answered Questions from the daily emails. I recommend checking before you ask your Question since your issue may have already come up. And please help answer the Daily Questions if you know the answer!

Also, see the COMPLIANCE LIBRARY for some awesome reference documents.

We are working on updating the SURVIVAL GUIDE which highlights all the website features.

### RENEWING YOUR MEMBERSHIP

When renewing, please make sure your existing ICPA Profile email address matches the one you are going to use to renew/pay!

Otherwise you'll need to update the one in your profile so it will link properly or you won't get renewed and will miss out on all the fun.

Plus you probably want it right for the Membership directory anyway!

To CHANGE YOUR EMAIL, PASSWORD or PROFILE:

Sign on at [www.icpainc.org](http://www.icpainc.org) and go to the Yellow post-it note area for MY PROFILE, then EDIT, then EDIT MY PROFILE

Rick Miller  
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# ICCPA

International Compliance Professionals Association

**2011 Q4 Trade Winds Team**

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