

*Opportunity rarely knocks on your door. Knock rather on opportunity's door if you ardently wish to enter. --B.C. Forbes*

**APPRECIATION** A special thanks to the SC State Ports Authority for its generous contribution towards CWIT's website and newsletter.

### Check It Out



US Commercial Service Columbia, SC, Office web page focuses on international trade news for South Carolina exporters, and links the user to the main US Department of Commerce (DOC) website and source of all contacts, programs, news, and market research offered. View the website at: [www.buyusa.gov/southeast/columbia.html](http://www.buyusa.gov/southeast/columbia.html)

### PROFESSIONAL DEVELOPMENT

Jerry Bacon of Allstate Insurance will conduct CWIT's Professional Development Seminar on negotiations skills, November 12.

### CWIT Officers

#### Chairperson

Jacqueline Adamson  
Roanoke Trade Services

#### Vice-Chairperson

Ann Watts  
US Dept of Commerce/  
Export Assistance Center

#### Treasurer

Lynn Anne Christensen  
Morgan Stanley

#### Secretary

Elizabeth Colbert-Busch, OOCL

#### Programs

Pam Everitt, SCSPA

#### Communications

Suzan Carroll-Ramsey, SCSPA

#### Arrangements

Elaine Chandler, Hipage

#### Membership

Frankie Bryson, Bosch

#### Publications

Jacky Sassard, SCSPA

#### Historian

Maylyn Thomas, Bosch

#### Woman of the Year

Pam Zaresk  
US Customs and Border Patrol

### MEETING ANNOUNCEMENT

Nucor Steel Plant Tour scheduled for October 14. View the meeting notice at CWIT's website: [www.scspa.com/cwit/calendar.asp](http://www.scspa.com/cwit/calendar.asp)

### CONTACT

For information about CWIT email Suzan Carroll-Ramsey at [scarroll-ramsey@scspa.com](mailto:scarroll-ramsey@scspa.com) or visit CWIT's website at: [www.scspa.com/cwit/cwit.asp](http://www.scspa.com/cwit/cwit.asp)

Click the calendar to view upcoming events.



Click the newsletter to view past editions.



## A Note from Our President

I am proud to report that CWIT was voted into membership as an official chapter of the Organization for Women in International Trade (OWIT) at the Fall Conference in Calgary, Alberta, Canada, September 10, 2003. In addition, join me in a farewell to Dagny Dogger and Christine Johnson, as both are leaving Charleston. They have unselfishly given their time in support of CWIT, Dagny as a founding member and Communications Chair, and Christine as Membership Chair. Suzan Carroll-Ramsey of the SC State Ports Authority and Frankie Bryson of Robert Bosch Corporation will assume their roles, respectively. Also, Pam Zaresk, Director of the Bureau of Customs and Border Protection, shall chair our Woman of the Year committee, and Maylyn Thomas with Bosch will serve as Historian Chair.



## A Win-Win for SC

Donnie Barnes, Customs Manager of BMW Manufacturing Corp., provided an expert overview of Foreign Trade Zones (FTZ), at CWIT's monthly meeting held at the Radisson Hotel on September 9, 2003. She explained the purpose of the FTZ program and included examples of BMW's FTZ operations while describing savings that occur when companies operate in FTZ.

The purpose of FTZs is to promote and attract international commerce, create and retain jobs, increase the tax base, and serve as a catalyst for further economic development. According to Ms. Barnes, BMW located in South Carolina because of the FTZ program. In addition, she discussed ways companies can decrease, defer, and avoid paying duties and fees on imports while operating in a FTZ.

Ms. Barnes cited many examples of duty savings that can occur in a FTZ. For instance, companies can elect the most favorable duty rate on either finished products or their component parts. In a FTZ, duty is not assessed on value added or on import merchandise that is later exported. Duties are also avoided on defected, damaged, obsolete goods or parts, waste or scrap, and recycled materials. Companies can also exhibit imported merchandise, as does BMW in its state-of-the-art Zentrum showroom, without ever paying duties.

Ms. Barnes stated that BMW has served as a magnet for many auto suppliers locating in-state. Clearly, BMW is an excellent example of how the presence of FTZs serves as a catalyst for international corporations to locate production facilities within our state.

## Featured Member



### Beverly Oliver

Supervisor of Export Compliance for Bosch Automotive Group

### Background:

Beverly's career began with Bosch Charleston

in 1988 as an auditor and transferred to its International Trade department in 1997. She created an on-site International Trade Department responsible for Customs compliance in Anderson, SC. In 2000, Beverly established the Export Compliance Department for Bosch's North American Automotive Group. In 2004, Beverly will guide other Bosch Divisions in implementing or perfecting their Export departments. Beverly is working towards both her CHB license and the new Export License.

**Recent Accomplishments:** Beverly conducts classes on Exports and Customs compliance. She has been a speaker at Clemson University and shadowed teenagers from local high schools who express interest in international trade.

**Affiliations:** Member of CWIT and former member of the Organization of Women in International Trade Arizona.

View Bosch's Website:  
**BOSCH** [www.boschusa.com](http://www.boschusa.com)

CWIT's own Suzan Carroll-Ramsey of the SCSPA is a great source on FTZs. For more information send Suzan an email to:

[ftzinfo@scspa.com](mailto:ftzinfo@scspa.com) or visit the FTZ website:



[www.scspa.com/general/ftzs/ftz.asp](http://www.scspa.com/general/ftzs/ftz.asp)



CWIT is a Chapter of OWIT. Visit OWIT at [www.owit.org](http://www.owit.org)