



# ZONE Outlook

GREATER DETROIT FOREIGN TRADE ZONE, INC.

Vol. 4, Issue 1

## Greater Detroit Foreign Trade Zone

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*Zone Outlook* is published quarterly. For more information or assistance with your trade needs, please contact: W. Steven Olinek, *Director*

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## Keeping Our Nation Safe & Secure

In light of the September 11 attacks, the U.S. Customs Service is tasked with an ever-increasing share of homeland security duties and is requesting help from FTZ operators to be their "eyes and ears."

Being the first stop for a large share of merchandise entering the U.S., we are uniquely qualified to provide an early warning system for merchandise or customers that may pose a threat to our security and that of the nation. In order to assist us in this increased vigilance, the U.S. Customs Service suggests the following simple steps to improve the security of your facility:

- Review your facility's security systems and procedures. Are the security features and monitoring sufficient to prevent your facility from being a target? Do locks, fences or cameras need to be improved or added?
- Know who is in your facility at all times. New employees should be chosen and

screened carefully. Any changes in your workforce should be reported to U.S. Customs within ten days according to the regulations. Employees who have access to bonded merchandise need to be trustworthy.

• Know your merchandise. Is it what you expect to receive? You should receive the same amount and type of merchandise that is on the shipping bills. If shipments are placed in the zone on a temporary deposit, it should be scrutinized for the safety of the merchandise and accuracy of the shipping documents.

• Know your Customs Inspectors. Contact Customs if anything doesn't "seem right." You know what shipments should look like and

what visitors should act like. Feel free to report any suspicions to Customs, as it can make all the difference. You can contact your port director or call 1-800-Be Alert (1-800-232-5378).



## Changes, Good and Bad

*from the desk of Steven Olinek, Director*

With the twelfth and final month of another year upon us, there's little time left to complete unfinished tasks and plan next year's agenda. With all that's transpired in 2001, does it even make sense to plan, or should we just react? All the good things that occurred this year have been overshadowed by the well-documented and otherworldly events of September 11. Even in the lives of the millions of us not directly affected by this tragedy, a greater sense of purpose resides. Having been forced to consider our own mortality, we've all been affected and

changed. Yet, the pursuit of happiness goes on with a vengeance.

Two issues of particular interest to us in the Detroit-area are the state of the local economy (i.e., the automotive industry) and the changing of the guard at City Hall. What changes lie ahead on these issues alone will fill many a page over the next 12 months. Early indications are that the downturn currently afflicting the car builders will end by the second quarter of next year. If that holds, the change from boom to recession will be short-

*Conclusion on back*

## People In The Know: Domenick Gambardella

*Occupation: NAFTAZ Immediate Past President & Partner, Worldtrade Management Services Practice for PricewaterhouseCoopers, LLP • Residence: Long Island, NY*

Having worked extensively in the FTZ field, Dom Gambardella has considerable experience in assisting grantees, users and operators in all aspects of foreign-trade zones, from feasibility studies through compliance assessments. He is a partner in the Worldtrade Management Services Practice for PricewaterhouseCoopers in the United States, based out of the firm's New York office, and recently completed his two-year term as president of the National Association of Foreign-Trade Zones (NAFTZ).

"I've been a member of the NAFTZ since 1987 and enjoyed the opportunity to serve the Association and its members as director, vice president and president over the last six years," says Gambardella. "Working together with a great team, we accomplished a lot, including the institution of active committees and task forces, modification of processes like the Prior Disclosure process for liquidated damage claims, the NPF extension and revisions to the FTZ manual."



According to Gambardella, the biggest accomplishment he oversaw as association president was the efforts to approve and implement the automation of a weekly entry procedure system for non-manufacturing zones. "By reducing unnecessary Customs-related paperwork and data processing for this segment of our business, we've been able to increase distribution and free scarce Customs resources to be better directed towards other critical responsibilities," explains Gambardella. "I believe we're just starting to see the benefits and will realize the full growth potential this has opened for the FTZ

program over the next several years."

Another key "work in process" says Gambardella that will create new opportunities for the FTZ program is the Free Trade Agreement of the Americas. The NAFTZ is just getting started on its work with Department of Commerce negotiators on how the FTZ program will work under this newly proposed Agreement.

In addition to his 17 years of Customs and International Trade experience in public accounting, Gambardella's background includes three years as an auditor with the Regulatory Audit Division of the U.S. Customs Service and two years as an auditor for the New York State Sales Tax Bureau.

When he's not assisting clients in designing and implementing processes and procedures relative to tariff classifications, valuations, NAFTZ, drawbacks and other trade programs, you can find Gambardella on the links, golfing at his favorite courses or spending time with his wife and two children.

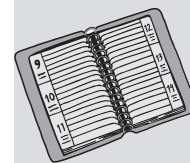
### Changes - conclusion

lived. Already, industry watchers are predicting that auto sales figures for 2001 will be the second highest of all time. Corporate profits will be another story.

On the political front, high hopes and expectations surround mayor-elect Kwame Kilpatrick's pending administration. The youngest and, arguably, the most energetic man to assume the office will soon be in charge. The daunting task of fixing this ailing city seems, suddenly, possible. Hope surrounds this change.

To my mind, one of September's lasting effects is how it changed the view of our role in the world and its interrelationships. Those of us engaged

in some aspect of trade already had existing relationships abroad with companies and with people. Others have finally been forced to think globally, or at least, beyond their immediate boundaries. Who are our partners? How were they affected? Have they altered their view of our bond? Has their world, too, been changed? I think these partnerships have been strengthened and we've become better for having to rely on a cartel of like-minded traders. If we've discovered that our way of life and well-being are vulnerable and not universally embraced, as well as worth fighting for, we have changed...And for the better.



### Save the Date

#### **NAFTZ Boot Camp**

Orlando, FL  
January 6-7, 2002  
Caribe Royale Resort  
(407) 238-8000  
\$129 s/d occupancy

#### **Annual Legislative/Regulatory Seminar**

Washington, D.C.  
February 24-26, 2002 (Roundtables 2/24 / Congressional Visits 2/26)  
Washington Monarch Hotel  
\$189 s/d occupancy