



ZONE Outlook

GREATER DETROIT FOREIGN TRADE ZONE, INC.

Vol. 4, Issue 2

Greater Detroit Foreign Trade Zone Directors

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Security: Today's Watchword

Since the September 11th attacks, the trade industry has been confronted with a number of new challenges and opportunities. Security, especially trade security, is perhaps the single most critical issue affecting the industry this year. Given this new security environment, what steps can you take to make sure that you are ahead of the curve in terms of what is happening in Congress and among Federal Agencies?

Although FTZs are known for their security and meticulous tracking of goods in their areas, now is the time to be proactive rather than reactive to the activities and discussions that are taking place in Washington, D.C. According to Randy Campbell, Executive Director of the NAFTAZ, operators should get involved. He suggests contacting your representatives in Congress and letting your voices be heard as the push for security and cargo trade legislation pushes forward.

Another way to actively participate in the security issue is to get involved in the Customs-Trade Partnership Against Terrorism (C-TPAT), a newly launched initiative of the U.S. Customs Service that is open to all importers. C-TPAT is

a joint government-business initiative to build cooperative relationships that strengthen overall supply chain – importers, carriers, brokers, warehouse operators and manufacturers – and border security. Through this initiative, Customs is asking businesses to ensure the integrity of their security practices and communicate their security guidelines to their business partners within the supply chain.

In addition to playing an active role in the war against terrorism, benefits to the businesses that enroll in the partnership will include: ensuring a more secure supply chain for company employees, suppliers and customers; Customs will reduce the number of inspections (reduced border times) and assign an account manager (if one is not already assigned); access will be given to the C-TPAT membership list; eligibility granted for account-based processes (e.g., bimonthly/monthly payments); and an emphasis placed on self-policing, not Customs verifications.

To learn more about C-TPAT, visit the Customs website at www.customs.gov/enforcem/tpat_fact.htm

FTZ On the Horizon

An application is currently pending in Wayne County, Michigan requesting a general purpose zone for **Pinnacle Aeropark**, a 1,300-acre mixed use business park being developed at the front door of Detroit Metropolitan Airport's new McNamara Terminal. "We're looking to create an Aerotropolis in Wayne County that replicates some of the world's leading business centers," says David R. Tyler, Community Development Division Director for Wayne County. "Currently, there are only a handful of international gateway airports in the world and Metro fits the profile."

"It will be a terrific opportunity for businesses that operate with the airlines industry to locate in such close proximity to the airport," explains Tyler. "Zone status for the park will

be an added attraction in the resources we can offer businesses such as logistics companies, regional headquarters, technology firms, supply chain management firms and others." According to Tyler, airport-driven economic development in environments such as Pinnacle Aeropark can bring in over 25,000 jobs.



Save the Date

30th Annual Seminar/Conference & Exposition

Ft. Lauderdale, FL

October 20-24, 2002

(Roundtables 10/24), Marriott Harbor

Beach Resort & Spa, (800) 222-6543,
\$169 s/d occupancy

People In The Know: Donna Bailey Turbeville

Occupation: NAFTAZ President & Customs Compliance Manager for BMW Mfg. Corp. & BMW of NA, L.L.C.

Residence: Simpsonville, SC • Hobbies: Golf, bridge, flower gardening & spoiling her six grandchildren

Donnie Turbeville has been tied to the foreign-trade zone program for a good part of her career. Early on she served as Director of Property Development with the Columbia, South Carolina Metropolitan Airport, where she was responsible for developing FTZ 127 from “an idea and a grassy field” to an activated and operational zone. She has also operated the Centralized Examination Station (CES) for Customs’ examination of cargo passing through the Columbia Port of Entry, and has served as FTZ Administrator for Automotive Electronic Control Systems, Inc., a division of Robert Bosch Corporation, operating in FTZ 127A.

Today, Donnie is with BMW as Customs Compliance Manager for both BMW Manufacturing Corp. and BMW of North America, L.L.C. Her responsibilities include the operation and oversight of activities for three vehicle distribution centers, three parts distribution centers, and the manufacturing facility. Additionally, Donnie began serving her two-year term as President of the National Association of Foreign-Trade Zones last October. Prior to that, she was a Director from 1988 to 1992, returned to the Board in 1996 and served two-year terms as Treasurer and Vice President respectively.



Donnie brings to the NAFTAZ board an unparalleled enthusiasm. She is committed to bring back a committee structure that will give more members an opportunity to serve and contribute. “I have been an operator during my entire tenure with the FTZ, first as a grantee/operator and thereafter as a user/operator,” explains Donnie. “By becoming involved in the NAFTAZ, I was able to establish a network of experienced professionals who were able to help me in my education process of zones. Without this involvement and level of participation, I don’t believe that I would have the positions I hold today. My involvement has led me to a much greater level of expertise than I would have ever been able to attain alone.”

With this in mind, Donnie has laid out a plan of leadership and partnership for her NAFTAZ presidency. She wants to embrace the strategic goals and core values of the NAFTAZ as the leading

organization and principle educator in promoting the use of foreign-trade zones to facilitate trade and increase global competitiveness. Additionally, more committees are being established to offer FTZ operators additional opportunities to benefit from membership and become active participants.

To get involved, she suggests that grantees, operators and users first participate in the roundtables that are offered immediately before each NAFTAZ seminar. It is here where they are able to meet others who face the same day-to-day challenges. Then, interested grantees, operators and users should select a committee that focuses on an issue that is of importance to them, contact the committee chair and volunteer. Current committees include Automation, Regulatory, Grantee and Operator. Others being established include Marketing, Program and User Committees. There are also a number of task forces, such as the Security Task Force and the Oil Refinery Subzone Task Force. And, Donnie encourages individuals to attend the NAFTAZ meetings, seminars, expositions and annual meeting to learn and take home even more valuable information. To find out more on how to get involved, visit the NAFTAZ website at www.naftz.org.

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