



EIB World Trade Headlines

Evolutions In Business • www.eib.com • (978) 256-0438
Fax: (978) 250-4529 • P.O. Box 4008, Chelmsford, MA 01824

June 15, 2017 - Volume 9, Issue 12

PUBLIC HEARING IMPORTS OF ALUMINUM

Change in the start time for the Public Hearing on Section 232 National Security Investigation of Imports of Aluminum The hearing will be held on June 22, 2017 at the U.S. Department of Commerce auditorium, 1401 Constitution Avenue, NW, Washington, DC 20230. The hearing will begin at 9:00 a.m. local time and conclude at 1:00 p.m. local time. (Note: The meeting was previously scheduled to begin at 10:00 a.m.). For questions regarding the June 22nd public hearing, including registration and foreign national visitor access, please contact aluminum232@bis.doc.gov or (202) 705-9103.

Procedure for Attending the Hearing, or Viewing the Hearing Via Webcast

Registration: Individuals and entities who wish to attend the public hearing in person are required to pre-register for the hearing on-line at www.bis.doc.gov/232AluminumHearing.

Webcast: The public hearing will be available live via webcast. Registration is not required to view the hearing via webcast. No log-in information is required.

NEWSLETTER NOTES

*New Division Chief at DDTC

*CT Company pleads guilty to export violation

*9 Things Successful People Won't Do

*PROTECT YOUR COMPANY AND YOURSELF

*THE UNKNOWN STARTUPS FUELING AEROSPACE WITH FANCY TECH

*FY17 BIS Current Seminar Schedule

New Division Chief at DDTC

Division 5 - Sea, Land, and Air Systems
(USML Commodity Category II, VI, VII, VIII, XIX, and XX)

Alisa Forby Division Chief

CT Company pleads guilty to export violation

Deirdre M. Daly, United States Attorney for the District of Connecticut, today announced that Imran Khan, 43, of North Haven, waived his right to be indicted and pleaded guilty yesterday in Hartford federal court to violating U.S. export law.

According to court documents and statements made in court, from at least 2012 to December 2016, Khan and others were engaged in a scheme to purchase goods that were controlled under the Export Administration Regulations (EAR) and export those goods without a license to Pakistan, in violation of the EAR. Khan conducted business as Brush Locker Tools or as Kauser Enterprises-USA. When asked by U.S. manufacturers about the end-user for a product, Khan either informed the manufacturer that the product would remain in the U.S., or he completed an end-user certification indicating that the product would not be exported.

After the products were purchased, they were shipped by the manufacturer to Khan's North Haven residence or Cerda Market in New Haven, a business owned by Khan. The products were then shipped to Pakistan on behalf of either the Pakistan Atomic Energy Commission (PAEC), the Pakistan Space & Upper Atmosphere Research Commission (SUPARCO), or the National Institute of Lasers & Optronics (NILOP), all of which were listed on the U.S. Department of Commerce Entity List. Khan never obtained a license to export any item to the designated entity even though he knew that a license was required prior to export.

Khan pleaded guilty to one count of violating the International Emergency Economic Powers Act. In pleading guilty, Khan specifically admitted that, between August 2012 and January 2013, he procured, received and exported to PAEC an Alpha Duo Spectrometer without a license to do so.

Khan is scheduled to be sentenced by U.S. District Judge Vanessa L. Bryant on August 25, 2017, at which time he faces a maximum term of imprisonment of 20 years. Khan has been released on a \$100,000 bond since he was arrested on December 13, 2016.

"The U.S. Attorney's office in Connecticut is committed to working with our law federal law enforcement partners to ensure that sensitive technology, manufactured in the U.S. and elsewhere, does not fall into the wrong hands," said U.S. Attorney Deirdre Daly. "Repeated violations of our export laws will be prosecuted to the full extent of the law."

"The illegal exportation of sensitive technology to prohibited entities such as PAEC, SUPARCO and NILOP, poses a significant threat to our national security," said Leigh-Alistair Barzey, Special Agent-in-Charge of the Defense Criminal Investigative Service (DCIS), Northeast Field Office. "Today's guilty plea demonstrates DCIS's ongoing commitment to work in partnership with the DOJ, FBI, HSI, Commerce Export Enforcement and the Postal Inspection Service, to protect our national security by prosecuting those who violate our export laws."

This matter is being investigated by the Defense Criminal Investigative Service, Federal Bureau of Investigation, Homeland Security Investigations, U.S. Postal Inspection Service and the U.S. Department of Commerce's Office of Export Enforcement. The case is being prosecuted by Assistant U.S. Attorney Jacabed Rodriguez-Coss.

9 Things Successful People Won't Do

My last post, How Successful People Stay Calm, really struck a nerve. The trick is that managing your emotions is as much about what you won't do as it is about what you will do.

TalentSmart has tested more than a million people and found that the upper echelons of top performance are filled with people who are high in emotional intelligence (90% of top performers, to be exact). So, I went back to the data to uncover the kinds of things that emotionally intelligent people are careful to avoid in order to keep themselves calm, content, and in control. They consciously avoid these behaviors because they are tempting and easy to fall into if one isn't careful.

While the list that follows isn't exhaustive, it presents nine key things that you can avoid in order to increase your emotional intelligence and performance.

1. They Won't Let Anyone Limit Their Joy

When your sense of pleasure and satisfaction are derived from comparing yourself to others, you are no longer the master of your own happiness. When emotionally intelligent people feel good about something that they've done, they won't let anyone's opinions or accomplishments take that away from them.

*(*Continued On The Following Page)*

While it's impossible to turn off your reactions to what others think of you, you don't have to compare yourself to others, and you can always take people's opinions with a grain of salt. That way, no matter what other people are thinking or doing, your self-worth comes from within. Regardless of what people think of you at any particular moment, one thing is certain—you're never as good or bad as they say you are.

2. They Won't Forget

Emotionally intelligent people are quick to forgive, but that doesn't mean that they forget. Forgiveness requires letting go of what's happened so that you can move on. It doesn't mean you'll give a wrongdoer another chance. Emotionally intelligent people are unwilling to be bogged down unnecessarily by others' mistakes, so they let them go quickly and are assertive in protecting themselves from future harm.

3. They Won't Die in the Fight

Emotionally intelligent people know how important it is to live to fight another day. In conflict, unchecked emotion makes you dig your heels in and fight the kind of battle that can leave you severely damaged. When you read and respond to your emotions, you're able to choose your battles wisely and only stand your ground when the time is right.

4. They Won't Prioritize Perfection

Emotionally intelligent people won't set perfection as their target because they know it doesn't exist. Human beings, by our very nature, are fallible. When perfection is your goal, you're always left with a nagging sense of failure, and you end up spending your time lamenting what you failed to accomplish and what you should have done differently instead of enjoying what you were able to achieve.

5. They Won't Live in the Past

Failure can erode your self-confidence and make it hard to believe you'll achieve a better outcome in the future. Most of the time, failure results from taking risks and trying to achieve something that isn't easy. Emotionally intelligent people know that success lies in their ability to rise in the face of failure, and they can't do this when they're living in the past. Anything worth achieving is going to require you to take some risks, and you can't allow failure to stop you from believing in your ability to succeed. When you live in the past, that is exactly what happens, and your past becomes your present, preventing you from moving forward.

6. They Won't Dwell on Problems

Where you focus your attention determines your emotional state. When you fixate on the problems that you're facing, you create and prolong negative emotions and stress, which
*(*Continued On The Following Column)*

hinders performance. When you focus on actions to better yourself and your circumstances, you create a sense of personal efficacy that produces positive emotions and improves performance. Emotionally intelligent people won't dwell on problems because they know they're most effective when they focus on solutions.

7. They Won't Hang Around Negative People

Complainers are bad news because they wallow in their problems and fail to focus on solutions. They want people to join their pity party so that they can feel better about themselves. People often feel pressure to listen to complainers because they don't want to be seen as callous or rude, but there's a fine line between lending a sympathetic ear and getting sucked into their negative emotional spiral. You can avoid getting drawn in only by setting limits and distancing yourself when necessary. Think of it this way: if a person were smoking, would you sit there all afternoon inhaling the second-hand smoke? You'd distance yourself, and you should do the same with complainers. A great way to set limits is to ask complainers how they intend to fix a problem. The complainer will then either quiet down or redirect the conversation in a productive direction.

8. They Won't Hold Grudges

The negative emotions that come with holding onto a grudge are actually a stress response. Just thinking about the event involved sends your body into fight-or-flight mode. When a threat is imminent, this reaction is essential to your survival, but when a threat is ancient history, holding onto that stress wreaks havoc on your body and can have devastating health consequences over time. In fact, researchers at Emory University have shown that holding onto stress contributes to high blood pressure and heart disease. Holding onto a grudge means you're holding onto stress, and emotionally intelligent people know to avoid this at all costs. Learning to let go of a grudge will not only make you feel better now but can also improve your health.

9. They Won't Say Yes Unless They Really Want To

Research conducted at the University of California in San Francisco shows that the more difficulty that you have saying no, the more likely you are to experience stress, burnout, and even depression. Saying no is indeed a major challenge for most people. "No" is a powerful word that you should not be afraid to wield. When it's time to say no, emotionally intelligent people avoid phrases like "I don't think I can" or "I'm not certain." Saying no to a new commitment honors your existing commitments and gives you the opportunity to successfully fulfill them.

If you'd like to increase your emotional intelligence, consider our emotional intelligence training and emotional intelligence certification program.

PROTECT YOUR COMPANY AND YOURSELF

As long as nations rely on computer networks as a foundation for military and economic power, and as long as such computer networks are accessible from the outside, they are at risk. Hackers can steal information, issue phony commands to information systems (causing them to malfunction) and inject phony information (leading people and machines to reach false conclusions and make bad (or no) decisions). System vulnerabilities persist largely because of the gap between defensive theory and common practice

Get Help! There are Board Cyber Weapons technologies of concern in each of these areas:

Offensive Cyber Weapons:

- Distributed Denial of Service (DDoS)
- Penetration driven assault
- Reverse rules attack
- Worms and Viruses

Defensive Cyber Weapons:

- Anti-Distributed Denial of Service (DDoS) Attack
- Anti-Penetration Driven Assault
- Anti-Reverse Rules Attack
- Anti-Virus

THE UNKNOWN STARTUPS FUELING AEROSPACE WITH FANCY TECH

CONCRETE SUPPORT BEAMS, their bottom portions painted crayon yellow, loomed behind a projector screen last Friday inside a warehouse near the Denver airport. By 11 am, the space was stocked with aerospace entrepreneurs from 10 startups. The hopeful engineers and scientists had come to the Mile High City from as far away as Spain, to stand beneath that projector and pitch potential investors—on their weather-shielded drones, their gas-free airplanes, and their plug-and-play sensors.

You might think rocket-science and -adjacent companies want to keep their R&D in-house, given how cliché-difficult their work is. But they actually outsource a fair bit, especially to younger and more agile companies. And here in Denver, a Paris-based organization called Starburst Accelerator is helping them do just that.

Starburst is a bit different from other accelerators: It focuses on aerospace technology, doesn't necessarily think of Silicon Valley as its incubator for genius, and is willing to take on eat-your-vegetables inventions that nevertheless have the ability to "disrupt." Founded by Francois Chopard in 2012, the organization has offices current or planned in six countries, the better to unearth companies that can't afford (or don't want) to hang their shingles in the Bay Area or Research Triangle Park. Its accelerator program takes 18-ish months to mentor small companies and help them—160 so far—meet with the kinds of big-name industrialists and investors with contracts, capital, and fancy facilities.

*(*Continued On The Following Column)*

In Denver, Chopard's partner Van Espahbodi was emceeing the live event, where would-be investors vetted the startups, rated their performances—and perhaps planned to offer deals after the Powerpoints are over.

Starburst's sped-up companies include some you've probably heard of, like Deep Space Industries, which intends to mine asteroids. But the list contains many more unknowns. Like AVA, a "solution for measurement and interpretation of vibrations," and Cevotec, maker of a "composite fiber patch replacement." There's a reason they're not household names: While patch replacements and vibration measurements are undoubtedly useful, they're small, unsexy cogs in big machines—not technologies a CTO can easily pitch a generalist.

But aerospace industry insiders are more likely to hear "revolutionary and lucrative" (instead of "zzzz") when a nervous founder says "composite fiber patch replacement." Those are exactly the kinds of small technical advances that big-fish aerospace companies—Boeing, Raytheon, and Northrop Grumman, among others—need to make their technologies more efficient, more communicative, and less likely to blow up. So instead, they support small companies' development, and perhaps later buy their products (or them). Starburst, for a fee from those big fish and a cut of future deals with the small ones, is more than happy to aid them both. So they showed up at this warehouse, for the possibility that one of the pitchers will save them a lot of R&D.

Neerav Shah of Aerotronic stepped up to bat first. He flashed a picture of Dauntless, the company's single-rotor, weather-hardened drone. It looked like a malevolent dolphin-shark. His metaphor, though: "We like to think of it as a truck bed." Using that bed, Shah imagines the oil industry can detect pipeline leaks, first responders can fly above an Event and send video back to the command center, and power companies can aerially inspect solar panels.

Aerotronic hails from Indianapolis, a place where not so much startup capital ventures. In fact, much of the money stays near the Golden Gate, with the Bay Area snapping up more than 25 percent of all investments. In the world. Because of that geocentrism, investors likely miss lots of good ideas. After all, smart people live everywhere.

Like in Los Angeles, a city that gets 3.5 percent of the venture budget. It's home to pitch panelist Wright Electric, which wants to commercialize a short-haul electric airplane. Or the Denver area, which doesn't break the top 20 VC cities. It's represented Friday in part by Orbital Micro Systems, which makes weather-monitoring satellites that will produce 30 times more data than the government's orbiters.

Starburst, in other words, is location-agnostic. Of the 10 companies presenting, just two were from the Bay Area. Halfway through these 10, the group took a break. Music came on in the background. It was symphonic, no-singer covers of pop music. Like OneRepublic's "Secrets," with the apt and unsung lyrics "Tell me what you want to hear / something that will light those ears."

*(*Continued On The Following Page)*

The projects above are the flashier of the 10, the ones that might warrant some Silicon-Valley syllables. But the event also featured companies whose products made me wish there were coffee and not just iced tea.

There was iJet Technologies, predicated on the idea that airplanes don't send enough self-knowledge back to the ground. Airlines need "intelligent, real-time processing of aircraft data," as the company's one-sheeter says. Yawn, right? But iJet claims that could save airlines \$7,500 per month—per airplane—with features like alerts for maintenance issues and emissions reporting. Look at the sky: There are a lot of airplanes.

And then there was Farsens, from Spain, for, as the representative said, "whenever you can think about putting a sensor in a place you can't reach." (What a slogan!) The company makes battery-free sensors for measurements like temperature, pressure, humidity, and force. They use RFID: the same kind of technology that makes keycards unlock office doors. Stick them anywhere you want, and ... sense! That's straightforwardly useful—especially if you want to know what's going on in, say, the belly of an aircraft—but again, not a pitch you'd make into an HBO series.

SynapseMX wouldn't make the TV cut, either. The company's representative, Shane Ballman of Atlanta, began his presentation by noting that aircraft mechanics are getting up there in years. Half of Boeing's engineers and mechanics, for example, will be eligible to retire by 2019. Ballman's fix? A workflow-smoothing text-message system tailored to aircraft technicians, of course. SynapseMX sends an SMS when, say, Frank has fixed that hydraulic leak and is ready for you to check nut torque. (Great, because what everyone wants is more beeps from their phone, specifically ones about what Frank is doing.)

Gripe all you want, but the system cut the average number of techs per plane from 10.2 to 2.6. And that will keep airplanes flying when the Franks retire.

The presentations—the last from local ExoTerra, which proffers thrusters for CubeSats—ended a few minutes early, and the entrepreneurs propelled themselves over to the waiting wine, to talk about sensors and workflow and electromagnetic spectrum allocation. And maybe—just maybe—to strike a deal with one of the nicer-suited executives, to be contractualized or monetized at a later date.

There was no saving the world at the Starburst pitch event, no high-flying rhetoric. Just hardware, specs, the solving of specific physical problems. And the sense that the big fish might need the little ones, in addition to the other way around, regardless of which ocean they inhabit.

"Never stop doing your best because someone doesn't give you credit"

FY17 BIS Current Seminar Schedule

(Subject to Change – consult www.bis.doc.gov for the most current listing)

JULY 2017

July 26-27
Oklahoma City, OK
Complying with U.S. Export Controls
View Details

AUGUST 2017

August 2-3
Los Angeles, CA
Complying with U.S. Export Controls

SEPTEMBER 2017

September 12-13
Louisville, KY
Complying with U.S. Export Controls

September 12-13
Milpitas, CA
Complying with U.S. Export Controls

September 14
Milpitas, CA
Encryption Controls

Web Notice: The Directorate of Defense Trade Controls (DDTC)

is currently in the process of modernizing its IT systems. During this time period, we anticipate there may be delays in response times and time to resolve IT related incidents and requests. We apologize for any inconvenience, and appreciate your patience while we work to improve DDTC services. If you need assistance, please contact the DDTC Service Desk at (202) 663-2838, or email at DtradeHelpDesk@state.gov (06.28.16)

NOTE: In accordance with Title 17 U.S.C. Section 107, this material is distributed without profit or payment for non-profit news reporting and educational purposes only.

Reproduction for private use or gain is subject to original copyright restrictions.