



## **Speaker Bios – ICPA Annual Conference – San Diego, CA – March 11-14, 2018**

### **BOOTCAMP TRACK**

**Blane Carroll** - Elbit Systems of America – Sr. Import Compliance Manager

Blane Carroll is a Licensed U.S. Customs Broker and a Certified U.S. Export Compliance Officer (CUSECO) with 20+ years of Trade Compliance & Supply Chain management experience.

Prior to joining Elbit Systems of America, Blane held a variety of trade compliance & supply chain positions with companies such as Sandler & Travis Trade Advisory Services, Ingersoll Rand, Volvo and Huntsman.

Blane holds a BS in Global Trade from High Point University.

Blane was recently re-elected as ICPA's 2nd Vice President and has served in many other officer and board capacities during the 15 years he has been a part of the organization.

**Candice Dillon:** Candice is a Global Trade Compliance Analyst at Milwaukee Tool. Her responsibilities include qualifying goods for Free Trade Agreement eligibility and special import projects. Throughout her career, she has worked for both transport and exporting companies and has gained a valuable insight into helping businesses effectively leverage their international supply chain. Previously, Candice worked in the aerospace industry where she completed export license determination, technical assistance agreements and Department of State ITAR license applications for military aircraft components. She is a proud board member of the America-Israel Chamber of Commerce where her focus includes increasing U.S. exports to Israel. When she's not busy working in international trade, she enjoys playing piano and chasing her four y/o twins around!

**Teresa Gleason:** Teresa has practiced for almost 30 years with Baker & McKenzie in the area of international trade. She routinely advises clients on a wide range of customs/import regulatory issues involved in the global movement of goods. In 2013, Ms. Gleason served on the Regulatory Audit Working Group of the Advisory Committee on Commercial Operations of US Customs and Border Protection (COAC). Ms. Gleason is listed in the Legal 500 USA (2014) and the first through sixth editions of the Guide to the World's Leading Women in Business Law. She is the chair of the Firm's Global Customs Practice, and has been so for more than 15 years.

Ms. Gleason assists US and foreign clients in all aspects of US Customs law, including classification and valuation, country of origin, compliance audits (Focused Assessments, Quick Response Audits) NAFTA and other free trade agreements compliance, as well as penalty and other enforcement actions, prior disclosures and related matters. She regularly appears before the US Bureau of Customs and Border Protection - as well as other US government agencies - regarding the importation of goods into the US and relevant trade policy issues. Ms. Gleason also assists multinational clients address foreign

customs issues around the world, including compiling multi-country duty and legal requirements surveys, and developing global customs compliance strategies

**David Glynn:** David is an attorney with the law firm of Holland & Hart, LLP in Denver, Colorado. He practices in the areas of International Trade, Import/Customs Law, Export Control/Trade Sanctions, and Government Investigations. Prior to joining Holland & Hart, Mr. Glynn spent twenty years with IBM Corporation in various staff and management international trade positions. Mr. Glynn has represented clients in a wide range of industries, both within the United States and globally, in all aspects of international trade law and compliance. Mr. Glynn is a licensed Customs broker and assists clients with import Customs and Border Protection matters, including classification, valuation, duty-preference programs and NAFTA qualification, antidumping, compliance programs and training, audits, Prior Disclosures and enforcement actions. Mr. Glynn also counsels exporters in compliance matters, including U.S. trade sanctions, export classification/jurisdiction determination, licensing, encryption controls, reporting, compliance programs, awareness training, voluntary disclosures and enforcement actions.

**Randi Heuser:** Randi is the U.S. & Canada Trade Compliance Manager for Weatherford, one of the largest global oil and gas service providers. She joined Weatherford's Office of Global Compliance, Trade Compliance Group in August 2013 as the Trade Program Manager; in July 2014, she assumed the role of US Regional Trade Compliance Manager and added responsibility for Canadian compliance in June 2017. In this capacity, she provides advice to the U.S. and Canadian businesses on matters related to trade compliance, including topics such as sanctions, export controls, audits and various trade programs as well as ensuring compliance with local laws and regulations related to international trade. Prior to joining Weatherford, Randi spent 14 years with BP America, Inc. where she had primary responsibility for management of its Duty Drawback and Free Trade Agreement programs; she also oversaw the tariff classification process and customs compliance related to BP's Northern Border activity. Prior to joining BP, she held several roles, including department manager, in the Drawback department of Expeditors International and Fritz Companies. In total, Randi has spent over 27 years involved in the international trade community at a professional level.

**Bruce Leeds:** Bruce is a Senior Counsel with Braumiller Law Group of Dallas, Texas. In this position, he deals with export and import regulatory and compliance matters. Mr. Leeds began his career more than 40 years ago as an Import Specialist and Team Leader with US Customs Service in Los Angeles. Over his career, he has held export and import compliance positions with Hughes Aircraft Company, Hughes Space and Communications Company and the Boeing Company. He is a former member of the Commercial Operations Advisory Committee (COAC) to US Customs & Border Protection, the Private Sector Consultative Group to the World Customs Organization, and the Southern California District Export Council. He has a customs broker license and Certified Customs Specialist designation. Mr. Leeds has taught classes on export and import subjects for the Foreign Trade Association and other groups for more than 30 years. Mr. Leeds is past President of the Foreign Trade Association. He is a graduate of California State University Los Angeles, and the University of West Los Angeles School of Law and is a US Army veteran.

**Norm Lubeck:** Norm joined Tradewin in 2011, continuing a successful career in international logistics and trade compliance that began in 1987. Norm has more than 24 years of experience in the private sector advising multinational corporations on international trade and customs matters. He has been Trade Counsel for a logistics management firm and has managed the Trade Compliance departments for

several multinational corporations. Norm's technical background includes expertise in corporate Import and Export Compliance, Focused Assessments and Prior Disclosures, C-TPAT and other security protocols, and NAFTA and other Trade Preference Programs. He maintains proficiency in a broad spectrum of international trade topics that are essential in today's regulatory environment. Norm holds a B.A. from Middlebury College and a J.D. from Suffolk Law School. He is a US Licensed Customs Broker and a member of the Massachusetts bar.

**Craig McClure:** Craig has worked for Tokyo Electron US Holdings (TEL), for 21 years. He is the Director, international trade compliance. In his role as director, he is responsible for overseeing the TEL US operations' trade compliance activities, developing and implementing internal controls that assure the company maintains compliance with international trade regulations. He also manages the company's relationship with US Government agencies such as US CBP and BIS and manages the company's CTPAT supply chain security and Importer Self-Assessment Program (ISA) programs. Craig reports to the company's general counsel so he has assumed non-trade compliance responsibilities including managing the company's records retention and confidential information management programs, and maintaining the legal department's policies and procedures. In addition, Craig serves as the legal department's representative for the company's CSR (Corporate Social Responsibility) and EICC (Electronics Industry Code of Conduct) programs.

Craig holds a Bachelor of Science degree in business administration from the University of Texas at Dallas, School of Management. He holds a US Customs Broker license and has served as an Adjunct professor at Austin Community College, teaching a course on US Customs regulations. Craig is also a member of the Texas Camino-Real District Export Council. Prior to moving to Austin to join TEL, Craig held positions with Texas Instruments Incorporated in the Dallas-Ft. Worth area and Alcatel Network Systems in Richardson, Texas.

**Michele Twomley Pluta:** Michele's career started in 1980 at Schenkers USA where Michele learned to write entries. She has worked in the brokerage industry since 1980 and holds a CHB License since 1986. Michele also holds a CCS and CES. She has led teams at Agility, Maersk/Damco, JAS Forwarding, and currently manages Customs Compliance Group for Floor and Décor in Atlanta, GA. Michele holds a Master's in Education in addition to a Masters in International Organizational Management. Michele is a member of the International Compliance Professional Association in addition to the NCBFAA-NEI where she has chaired the CES Committee for a number of years.

Michele has gained CTPAT Tier 3 certification for her current employer in addition to opening and running multiple Foreign Trade Zones in the US.

**Arika Rainbolt:** Arika is the Senior Director of Global Trade Compliance for Brunswick Corporation and has additional Logistics oversight for the Brunswick Boat Group business. Brunswick Corporation is a market leader in the marine, fitness and billiards industries with world-class recreational products. Brunswick is headquartered in Lake Forest, IL although has import and export activity in over 20 countries. Arika has over 19 years of experience in international logistics and trade compliance and is a U.S. Licensed Customs Broker. Arika's primary activities are setting the trade compliance and security program strategic goals and expectations for all locations worldwide. During her career she has developed US and Global compliance programs from the ground up and worked with Maquiladoras, various trade agreements, valuation determination, C-TPAT, Duty Drawback, training programs, audit programs, DDTC and BIS controls. Her primary focus in the trade compliance field is to be value-add to the organization while maintaining compliance and ease of supply chain movement. She currently resides in Knoxville, Tennessee with her husband and two active daughters.

**Michelle Schulz:** Michelle is co-founder and co-chair of Gardere's International Trade Practice. In addition, she co-chairs the firm's broader International Practice Group, which provides end-to-end solutions for global business transactions and litigation worldwide. As a leading authority in international trade law, Michelle represents a range of corporate clients in matters relating to U.S. trade regulations such as the International Traffic in Arms Regulations, the U.S. Export Administration Regulations, and the various sanctions and embargoes administered by the Treasury Department's Office of Foreign Assets Control. Under the U.S. Secretary of Commerce, Michelle served six years on the President's Export Council Subcommittee for Export Administration, a senior-level advisory body to the U.S. Department of Commerce and, in particular, its Bureau of Industry and Security. She has also served as a senior level advisor to the U.S. Trade Representative and the U.S. Department of Commerce on the Industry Trade Advisory Committee on Aerospace for over six years. Michelle routinely represents clients in government investigations, audits, disclosures, fines, penalties, and forfeitures. She also guides corporate clients on export and import policies and procedures, export licensing, duty savings, and other trade compliance matters. She holds a secret level security clearance. Michelle speaks German and French.

**Robert Shapiro:** Robert counsels clients in all aspects of international transactions with a focus on the trade and shipment of goods. He has a deep knowledge of and appreciation for such transactions, having worked as a licensed customs broker and foreign freight forwarder, an experience that enables Robert to truly understand the nexus between complex supply chains and compliance. He has extensive experience advising clients on issues concerning the valuation, classification and origin of imported merchandise; duty-deferral and recovery; free trade agreements; and export controls governing sanctions at the OFAC, dual use goods under the EAR, and munitions under ITAR. Robert also establishes systems and procedures that help his clients avoid regulatory pitfalls that often trap companies in international trade, and resolves problems that may occur, with minimal penalty exposure. Security issues are of a central concern to the importation and exportation of goods as well as foreign acquisition, ownership and control of U.S. entities. By understanding the diverse interests of the Departments of State, Defense, Homeland Security, Treasury and the other various agencies charged with implementing international trade security measures--broadly or narrowly defined--Robert is able to help clients establish transactions and acquisitions to avoid regulatory and policy road blocks. Robert regularly represents clients before CBP, the Departments of Commerce and State, the ITC, the Federal Maritime Commission, the Office of the U.S. Trade Representative, and the United States Congress and serves as the Chair of the International Trade practice group at Thompson Coburn LLP.

**Maher Shomali:** Maher is an associate attorney at Thomsen & Burke LLP, an international trade and investment firm based in Baltimore, Maryland. His practice focuses on representing information technology companies in regulatory, legislative and enforcement matters. Maher works closely with U.S. and foreign companies to ensure their compliance with the encryption controls administered by the U.S. Department of Commerce's Bureau of Industry and Security. Maher also leads the Firm's Global Cryptography practice and assists companies' filings of authorizations to export, import, use and supply encryption products with foreign governments, including France's National Security Agency for Information Systems, Israel's Ministry of Defense and Russia's Federal Security Service. Maher joined Thomsen & Burke as an Associate in 2007. He received a B.B.A. from Loyola University Maryland and a J.D. from the University of Baltimore School of Law. Admitted to practice in Maryland in 2006

and Washington D.C. in 2014, Maher is a member of the Maryland and American Bar Associations and is a fluent Arabic speaker.

**Jeff Simpson:** Jeff is the manager of the “Trade Policy Division” at C.H. Robinson, which provides international trade compliance consulting services to companies of all sizes. Jeff’s background includes serving as an Officer in the United States Merchant Marine and has for the past 15+ years worked in the consumer products, industrial, manufacturing, and technology industries in various roles including managing international supply chains, global transportation, import/export operations, and global trade compliance. Just prior to joining C.H. Robinson in 2013, Jeff was the Director of Global Trade Compliance for a large multinational Fortune 500 global manufacturing, technology, and services company and was responsible for import and export compliance for all divisions globally. In addition to his corporate work Jeff has sat on various professional panels and company boards, holds a Bachelor of Science degree in Marine Engineering, a Master’s of Arts degree in History and International Relations, and a Master’s of Science degree in International Logistics. Jeff also holds a U.S. Customs Broker License, is a Licensed Engineering Officer in the U.S. Merchant Marine, holds a Professional Engineers License, is a certified 6 Sigma Green Belt, and holds a Certificate in Maritime Law through the United Nations International Maritime Organization. Jeff is currently based in Connecticut and can be reached at 978-319-1289.

**Olga Torres:** Olga is the Managing Member of Torres Law, PLLC. Ms. Torres concentrates her practice in the areas of customs and international trade law, exports, sanctions, anti-corruption compliance, and industrial security matters.

In 2015, 2016, and 2017, Ms. Torres was rated as a Super Lawyer Rising Star for Thompson Reuter’s “Super Lawyers” publication, a distinction given to less than 2.5 percent of the attorneys in the state. In 2017, Chambers and Partners USA listed Ms. Torres as a Recognized Practitioner in the areas of International Trade: Export Controls & Economic Sanctions law.

As a recognized leader in trade law, Ms. Torres was recently reappointed by the U.S. Assistant Secretary of State to the Defense Trade Advisory Group (DTAG). In this capacity, she advises the Bureau of Political-Military Affairs, which is the U.S. Department of State’s principal link to the Department of Defense, on its regulation of defense trade in accordance with the Arms Export Control Act and its implementing regulations under the International Traffic in Arms Regulations.

Ms. Torres is a frequent speaker and moderator. She has lectured on international trade for organizations, universities and government agencies in different countries, including the United Kingdom, the Netherlands, Mexico, Thailand, France, and Canada.

She was previously an attorney in the International & Cross Border Transactions group at Holland & Knight LLP in Washington, D.C. Ms. Torres is licensed to practice law in Washington, D.C., the State of Texas, Pennsylvania, and the U.S. Court of International Trade.

**John R. Wilson:** John is a career Logistics and Compliance executive with extensive experience in providing strategic leadership and operational guidance in the management and administration of capital projects around the globe through the strategic alignment and execution of logistics and compliance operations vital to operational efficiency, cost containment, customer satisfaction, and bottom-line profit improvement.

John’s 40-year career in Logistics and Compliance has taken him to six continents and provided him with valuable insight and experience in all facets of international and domestic logistics operations that include all modes of transport, import compliance and export compliance. In his career, he has worked in manufacturing and Engineering, Procurement, Construction (EPC) businesses which translates into

experience in carnets, assists, drawback, AD / CVD, duty exemption lists, export licensing and sanctions.

John's current role is Director II, Trade Compliance managing the import compliance side of the organization. He has been instrumental in revamping the import compliance operations, practices and procedural interfaces within the Fluor Corporation.

Like many in the Compliance and Logistics fields, John obtained an unrelated degree (BS Microbiology) from the University of Houston and chose not to complete his Masters in environmental engineering because he was traveling and having fun playing in Logistics.

## **EXPORT TRACK**

**Matt Bell:** Matt is the Deputy Chief Compliance Officer, Chief Export Compliance Officer & Legal Counsel for ZTE Corporation and the Chief Compliance Officer & Legal Counsel for ZTE USA – in these roles, he splits his time between Texas and China. ZTE is one of the largest telecommunication companies in the world with offices in more than 160 countries and a workforce of more than 60,000 employees globally. Matt received his LL.M. with Honors from the John Marshall Law School in Chicago with dual concentrations in International Finance & International Trade. He received his JD from Faulkner University and his BBA from Oklahoma Christian University. Throughout his career Matt has worked with multiple companies under investigation or who reached significant settlements with the Department of Justice, OFAC, BIS, and the SEC. Matt enjoys helping companies through these challenges and working with the business leaders to see the Compliance Team as a strategic business partner to support a sustainable growth strategy.

**Kathy Canaan:** Kathy, a Fluor Fellow, serves Fluor as Global Director Trade Compliance responsible for planning, directing and managing the company's international trade compliance program. In prior roles at Fluor, Canaan had responsibility for global functional leadership of Fluor's logistics personnel as well as project logistics leadership and strategic sourcing roles. Before joining Fluor in 2001, Canaan was a project logistics manager in Houston, Texas.

Fluor is one of the world's largest publicly traded engineering, procurement, construction (EPC), maintenance, and project management companies. Fluor works with governments and Clients in diverse industries around the world to design, construct, and maintain complex and challenging capital projects.

**Jessica Cook:** Jessica obtained a BA in International Business with a Minor in German from the University of North Carolina, Wilmington. She has worked in the industries of trade and logistics for over ten years and has developed compliance expertise not only in US law but also the EU, including individual member states, Mexico, and Brazil. Ms. Cook has not only developed expertise in import compliance but also export control and occasionally overlapping in the areas of Global Transfer Price, VAT in various countries, as well as DFAR. Jessica currently resides in San Jose California and enjoys global travel and studying history in her spare time.

**Tom Cook:** Tom is the Managing Director of Blue Tiger International, ([bluetigerintl.com](http://bluetigerintl.com)) a premier international business consulting company on supply chain management, trade compliance, purchasing, global trade and logistics.

Tom was former CEO of American River International in NY and Apex Global Logistics Supply Chain Operation in LA.

He has over 30 years' experience in assisting companies all over the world manage their import and export operations.

He is a member of the NY District Export Council, sits on the board of numerous corporations and associations ... and is considered a leader in the business verticals he works in.

He has now authored over 19 books on Global Trade and is in the middle of an 8 Book Series, Titled ... The Global Warrior ... Advancing On the Necessary Skill Sets to Compete Effectively in Global Trade. Tom leads in a number of specialized areas ... Purchasing, Supply Chain, International Trade, Global Sourcing, Trade Compliance and Logistics Management.

Tom is also the Director of the National Institute of world trade ([niwt.org](http://niwt.org)) a 30-year-old educational and training organization, based in NY.

Tom has both an undergraduate and MBA in International Transportation from SUNY Maritime College and is a retired Naval and Merchant Marine Officer.

He also chairs a foundation benefiting wounded combat veterans, military dogs and dogs who work with Veterans helping to rehabilitate them from their war experiences. [www.soldieronathome.com](http://www.soldieronathome.com) Tom can be reached at [tomcook@bluetigerintl.com](mailto:tomcook@bluetigerintl.com) or 516-359-6232

**Dennis Farrell:** Dennis is the Director of Global Trade Compliance for Analog Devices, Inc. (ADI). He has been in this position since March 2007. In this role, he is responsible for legal/regulatory compliance for all of ADI's export and import transactions on a global basis -- including physical product shipments, transfers of technology across international borders and intangible exports, such as electronic postings of software products and/or technical data on public and internal ADI web sites.

Dennis has approximately 30 years of operational, management and consulting experience in Global Trade Compliance and Supply Chain Management. He has held similar Trade Compliance and operational positions at a number of high technology and consulting companies, including Vastera/JPMorgan Export Consulting, Agilent Technologies and Digital Equipment Corporation.

He is a member of the International Compliance Professionals Association (ICPA), a member of the Semiconductor Industry Assn. (SIA) Export Compliance Committee and is on the Advisory Board of the Massachusetts Export Center's "Compliance Alliance." He is also a member of the Regulations and Procedures Technical Advisory Committee (RPTAC), which is one of many advisory committees operated by the US Bureau of Industry and Security, a federal agency who is responsible for administering US export policy. Dennis has been a speaker at a number of trade compliance conferences in the USA and internationally.

**Shannon Fura:** Shannon is a partner in the international trade law firm of Page•Fura, P.C. From an import perspective, Ms. Fura represents companies before U.S. Customs & Border Protection and other government agencies in Focused Assessments, import operational reviews, the establishment of compliance programs, and provides counsel on specific issues such as valuation/transfer pricing, tariff classification, origin determinations and marking requirements, preference program/FTA eligibility, trade remedies, FTZs and duty drawback, as well as customs civil penalty/enforcement matters. Ms. Fura also represents companies in the area of supply chain security including program implementation under the C-TPAT/WCO SAFE Framework. She is also a member of the Trade Support Network.

In the export arena, Ms. Fura represents clients before BIS, DDTC, OFAC and Census and includes the development of Export Management Systems as well as assessments of companies' existing export

compliance programs. In addition, Ms. Fura provides advocacy for clients on jurisdiction, licensing, voluntary disclosures, Technical Assistance/Manufacturing License Agreements, and re-export controls.

**Jennifer Giblin** – Jennifer is an environmental and transportation attorney with the law firm of Crowell & Moring LLP in Washington, D.C. Her environmental practice focuses on compliance counseling under federal and state environmental laws, particularly regarding waste management and site remediation under the Resource Conservation and Recovery Act (RCRA), the Comprehensive Environmental Response, Compensation, and Liability Act (CERCLA, also known as Superfund), and similar state laws and permitting issues under the Clean Water Act and the Clean Air Act. Jennifer also counsels clients regarding the transportation of products, materials, and wastes under the U.S. Department of Transportation Hazardous Material Regulations, the International Air Transport Association (IATA) Dangerous Goods Regulations, and the International Maritime Dangerous Goods (IMDG) Code. She assists clients in responding to Letters of Investigation and civil penalty assessments from the Pipeline and Hazardous Materials Safety Administration (PHMSA) and the Federal Aviation Administration (FAA), and with obtaining PHMSA special permits and approvals. Jennifer helps clients develop and implement environmental and hazardous materials transportation compliance programs. In addition, she provides environmental and hazardous materials transportation support for transactions, including due diligence, assessment and allocation of liabilities, and assistance with obtaining regulatory approvals for consummation of transactions, including permit transfers. Jennifer received her bachelor's degree from Yale University and graduated from the University of Pennsylvania Law School.

**Matt Henson:** Matt is a trade compliance professional who has spent his career working at the intersection of global commerce, export regulations, and information technology. He helps companies modernize export compliance programs through export automation (the automation of export compliance processes) and cyber compliance (the implementation of export compliance controls into IT networks and systems). Matt has extensive experience helping companies under Consent Agreement, and those looking to avoid them, enhance their export automation and cyber compliance capabilities.

**Naresh Makhijani:** Naresh is a senior Global Trade consultant and Solution Architect at Krypt Inc. Naresh has over 9 years' experience working in trade solutions such as SAP GTS and with various ERP platforms. He has worked on multiple complete lifecycle implementations globally and across various industry sectors and has experience in handling ECC implementation projects related to merger and divestiture cases.

Naresh has worked extensively on Compliance, Customs Management and Trade Preference Agreements functionalities. Furthermore, he has deployed trade management solutions such as SAP GTS for Mexico region involving Maquiladora trade processes. He is also well versed with SAP S/4HANA & its integration with GTS.

*Naresh was a speaker at the 2016 SAPPHIRE NOW + ASUG Annual Conference and various trade conferences; he has also conducted multiple training sessions and educational webinars.*

**Christopher Monahan:** Christopher is a counsel in the International Trade Group at Crowell & Moring's Washington, D.C. office. His practice focuses on the U.S. regulation of international trade, including export controls and sanctions. Chris primarily counsels clients with respect to compliance with the International Traffic in Arms Regulations (ITAR), the Export Administration Regulations (EAR),



the sanctions programs administered by the Office of Foreign Assets Control (OFAC), and also advises on compliance with the Foreign Corrupt Practices Act (FCPA).

He has represented U.S. and multinational clients from a variety of industries, including: manufacturing, insurance and reinsurance, financial, aerospace, defense, aviation, electronics, software, pharmaceutical, and automotive. Chris also regularly advises on the international trade related risks associated with corporate mergers and acquisitions, including to numerous private equity funds.

On a day-to-day basis, he advises clients on legal questions related to complicated international transactions, global sourcing models, and corporate compliance structures. He conducts numerous internal investigations, audits, and compliance assessments. He prepares disclosures and responses to government agency inquiries related to violations of the ITAR, Export Administration Regulations (EAR), and OFAC administered sanctions programs. He represents and assists clients in responding to inquiries from government agencies such as the U.S. State Department, Office of Defense Trade Controls Compliance (DTCC), the Office of Export Enforcement (OEE), Department of Justice (DOJ), Federal Bureau of Investigation (FBI), and the Naval Criminal Investigative Service (NCIS).

Chris also regularly assists clients in matters related determining the jurisdiction and export control classification of their products and technology. He assists in obtaining government authorization to export goods, technology, and services ranging from defense articles and services to humanitarian aid to embargoed destinations. He drafts and helps implement compliance policies and procedures, trains company personnel, and assists clients with public comments to government rulemaking.

Chris has been cited by *Super Lawyers* as a "Rising Star" in International Law. He has also lectured on export controls and sanctions for the American Bar Association, the American Conference Institute, the International Compliance Professionals Association, and other professional groups.

In addition to his international trade practice, Chris represents clients in child custody and domestic violence litigation. He helps parental and third party guardians obtain permanent and temporary custody orders, child support, and civil protective orders.

Chris received his B.A. in history from Santa Clara University and earned his J.D. from the Georgetown University Law Center.

**Jay P. Nash:** Jay is the Founder and Principal of Nash Global Trade Services. Mr. Nash has worked in the field of global trade controls and compliance for 12 years. He was a founding member of the firm SECURUS Strategic Trade Solutions, LLC, the 2016 World ECR "Export Controls Consultancy of the Year", and served as its Managing Director for Strategy and Development from 2010 – 2017 before establishing his own practice. Mr. Nash has helped companies in the aviation, telecommunications, automotive, IT, chemical, and industrial equipment sectors with classification and licensing determinations, license application processes, internal control procedure development, compliance audits, company trainings, and communication with licensing agencies across the globe.

He is a guest instructor with the Export Compliance Training Institute (ECTI) and is a regular speaker and presenter at international export control conferences, including the ICPA China and Asia conferences and the annual SMi Defence Exports Conference in Europe. He currently serves on the Editorial Board of the World Export Control Review and he frequently writes on global export control topics. He received his Juris Doctor from the University of Iowa College of Law and his Master of Arts in International Security Studies from the Georgetown University School of Foreign Service. Mr. Nash has lived and worked in Beijing, China and he is proficient in Mandarin Chinese.

**Alison Stafford Powell:** Alison is a partner based in the Palo Alto office of Baker McKenzie. Alison has been with the firm since 1996, is a dual US/UK-qualified attorney and spent several years working in the firm's London and Washington, DC offices before moving to Silicon Valley. She counsels US and non-US companies on cross-border trade compliance in the areas of export controls, trade and financial sanctions, anti-terrorism controls, anti-corruption and anti-money laundering rules, US anti-boycott laws, and US foreign investment restrictions under the Exon-Florio Provision. She also helps non-US companies reconcile conflicting US extra-territorial and international compliance obligations.

Alison has represented numerous clients before the US Departments of Commerce and Treasury in export control and trade/financial sanctions matters, including in voluntary self-disclosures, administrative subpoenas and other enforcement inquiries, licensing, classification requests, advisory opinions, and regulatory interpretations. Recent projects include: helping a major European airline to advocate for regulatory changes to enable resumption of flights to Iran following the Joint Comprehensive Plan of Action with Iran; assisting a financial services company in adapting to rapid changes in Russia-related sanctions and liaising with US regulators to explain the practical and commercial impact of the sanctions and of Russian retaliatory measures; and counseling technology, hospitality and financial services companies on compliance strategies for capitalizing on relaxations in the Cuba embargo.

Alison graduated from Cambridge University, England (St. John's College) in Oriental Studies and received a Japanese Ministry of Education scholarship to conduct post-graduate research at Hosei University, Tokyo, Japan, before attending the College of Law, London.

**Robert Shapiro:** Robert counsels clients in all aspects of international transactions with a focus on the trade and shipment of goods. He has a deep knowledge of and appreciation for such transactions, having worked as a licensed customs broker and foreign freight forwarder, an experience that enables Robert to truly understand the nexus between complex supply chains and compliance.

He has extensive experience advising clients on issues concerning the valuation, classification and origin of imported merchandise; duty-deferral and recovery; free trade agreements; and export controls governing sanctions at the OFAC, dual use goods under the EAR, and munitions under ITAR.

Robert also establishes systems and procedures that help his clients avoid regulatory pitfalls that often trap companies in international trade, and resolves problems that may occur, with minimal penalty exposure.

Security issues are of a central concern to the importation and exportation of goods as well as foreign acquisition, ownership and control of U.S. entities. By understanding the diverse interests of the

Departments of State, Defense, Homeland Security, Treasury and the other various agencies charged with implementing international trade security measures--broadly or narrowly defined--Robert is able to help clients establish transactions and acquisitions to avoid regulatory and policy road blocks.

Robert regularly represents clients before CBP, the Departments of Commerce and State, the ITC, the Federal Maritime Commission, the Office of the U.S. Trade Representative, and the United States Congress and serves as the Chair of the International Trade practice group at Thompson Coburn LLP.

**Don Woods:** Don is currently the Director of Customs and Trade Compliance for UPS Supply Chain Solutions (UPS SCS). He has been with UPS for 31 years and a licensed customs broker since 1990. During his career with UPS, he has held numerous positions and has gained extensive knowledge and experience in customs and import and export trade compliance.

Don has been in the international trade industry for 28 years and actively participates in several industry associations such as the Airlines 4 America and the Express Association of America. Don has a master's degree in business administration from Indiana Wesleyan University.

## GENERAL TRACK

**Mark Boileau:** Mark is the Senior Corporate Manager, Export Compliance, at Teledyne Technologies Incorporated in Thousand Oaks, California, where he has responsibility for export governance and best demonstrated practices for all global business units.

Mark's career has spanned distribution, industrial, medical, aerospace, defense and high-tech technology industries. He holds a Bachelor's degree in Computer Science, a Juris Doctorate, and is a licensed attorney. He has been actively involved in trade compliance and exports for the past 15 years, and has had responsibilities for compliance under the EAR and ITAR. Additional compliance responsibilities include merger and acquisition due diligence and post-acquisition integration, the institution of new trade compliance programs in other businesses, and internal investigations.

This is Mark's sixth year with the ICPA. Over his career, he worked and lived in Boston, San Francisco, Denver, Baltimore, Chicago and has worked overseas in France and Sweden. He currently resides in the Los Angeles area.

**Kevin Bruning:** Kevin is the Import Compliance Manager for Clarks "Americas region" and covers trade compliance for North America and South America. He is specifically responsible for regulatory compliance for the USA and Canada. He also manages the Clarks C-TPAT program which currently holds a tier III status. Kevin has been in the Customs Compliance field for over 16 years. Kevin is also a member of International Compliance Professionals Association (ICPA) and Coalition of New England Companies for Trade (CONNECT). Kevin holds a Bachelor's degree from Northeastern University and has been a Licensed Customs Broker since 2001.

**Jenae Ciecko:** Jenae has 18 years of customs and trade management experience and is the President of Copper Hill Inc. Copper Hill provides specialized services to its customers in the area of Customs and trade management. Jenae founded Copper Hill to pursue her dream of delivering the ultimate trade solution to her customers. Prior to starting Copper Hill Inc. she held the position of Customs Compliance Manager for Magna Powertrain, a tier one automotive supplier. In this position she was the

spokesperson for Customs compliance within her organization and convinced a culture built on de-centralization to centralize its customs compliance efforts.

Jenae is a licensed Customs Broker. She also holds a BBA in Finance from the University of Michigan and an MBA in Strategic Leadership from Walsh College of Business. She began her journey into Customs Compliance in 1999 and was immediately hooked. She has worked both on the consulting and importing side of the business. On the consulting side she worked with clients such as General Motors and Daimler Chrysler. On the importer side she also worked with General Motors as well as Visteon and Magna Powertrain.

Sandra Fallgatter is the Sr. Director of Trade Compliance at JCPenney and Vice President of J.C. Penney Purchasing Corporation, a wholly-owned operating subsidiary of J. C. Penney Company, Inc. JCPenney is one of America's leading department store, and .com retailers, employing approximately 150,000 associates and operating JCPenney approximately \$1,000 department stores throughout the United States and Puerto Rico.

Ms. Fallgatter is responsible for managing the Trade Compliance Program at J.C. Penney ensuring that Private Brand and International suppliers adhere to Government requirements and JCPenney policies, standards and established guidelines. In addition, Ms. Fallgatter is also responsible for trade and legislative monitoring and participates in various committees with trade associations and industry groups that JCPenney is a member of.

Ms. Fallgatter is a Licensed U.S. Customs Broker and prior to her work at JCPenney she was a Vice-President of Inter-Forwarding Co. She is a former Associate Professor at Richland Community College and Laredo Community College teaching Principles of Imports and Logistics Transportation courses and is a guest lecturer at the University of North Texas. She earned an MBA in International Trade from Texas A&M International University in Laredo, Texas and received her Bachelor of Business Administration degree in International Business from St. Mary's University in San Antonio, Texas.

**Victor Godinez:** Victor has over 20 years experience in International Trade and currently the Global Trade Manager at Dillard's corporate office. His primary focus at Dillard's is in the areas of Customs Compliance, Social Accountability, and C-TPAT program. The majority of his international trade experience has been in the Electronic, Automotive, and Apparel Industries. His areas of expertise are in all areas of Compliance, Factory Audits, Import/Export Management, Strategic Sourcing Strategies, Global Logistics, ERP/Distribution Systems and 3LP Management. He has published an eBook on Importing that will be released in the fall of 2017: *The Intelligent Importer*. He is also a U.S. Customs Licensed Broker, APICS Certified, and US-Mexican Trade Specialist Certified by UC San Diego, and received his bachelors in English Literature at UC Santa Cruz.

**John Grayston:** John Founding Member - Grayston & Company, Brussels, Belgium.

John Grayston is an English and Belgian qualified lawyer, who has more than 25 years experience in advising clients on all aspects of EU regulatory law. He is a recognized expert on EU trade and customs law as well as on EU export control and sanctions law.

John set up Grayston & Company with a number of colleagues in 2007 after having worked as partner then managing partner of the Brussels offices of two large international law firms. John is Honorary EU

Legal Counsel to ICPA and is a past member of the organizing committee for the ICPA EU Conferences.

As an EU based Brit with lots of experience of advising on customs and regulatory aspects of trading with the EU, John is ideally placed to give an ICPA perspective on the implications of UK leaving the EU in March 2019.

**Bernie Hart:** With more than 30 years of experience in the global trade management arena, Bernie is a veritable expert in the import, export, technology and compliance aspects of international trade. As Livingston International's Vice President of Global Trade Management Sales, Bernie excels at identifying client opportunities, defining value propositions, designing best-fit solutions, and delivering a defined, repeatable process execution. During his tenure at JPMorgan Chase & Co. Bernie was the Global Product Company Head responsible for international trade related to managed services, consulting, and technology. While at IBM he held various senior management, positions including full responsibility for import and export applications. Today, Bernie shares his wealth of expertise by speaking at industry events, educating business leaders about the ever-changing landscape of global trade management and the most critical compliance areas affecting international organizations.

**Linda Lexo:** Linda is a Licensed Customs Broker and a Managing Director for Trade Compliance Recruiting Solutions. Together with her business partner, Rick Miller, they specialize in Trade Compliance/Broker placements.

She brings over 10 yrs. of combined Executive Recruiting experience through UPS & Tyler Search. Her experience in the International Import/Export field as well as 12+yrs in Human Resources actively recruiting, training, hiring new and working with existing employees (management) on various topics including Career Development training is a solid foundation for Trade Compliance Recruiting Solutions. She is an active volunteer and member of ICPA. She lives in the suburbs of Buffalo, NY and likes it! For additional information or to reach Linda, please contact her at [linda@traderecruiting.com](mailto:linda@traderecruiting.com) or 716.652.3813.

**Jeff McCauley:** Jeff Vice President – Global Solutions, is responsible for strategic global account management at Integration Point, the industry leader in Global Trade Management solutions. For over 25 years and a licensed customs broker since 1992, Mr. McCauley has designed solutions and process effectiveness with global logistics supply chain partners, global integrators and retail importers. This experience has provided him a broad perspective and expertise in understanding the challenges that global organizations face when operating in a complex regulatory environment including areas of freight management, trade compliance, system implementation and program design. As the Vice President of Global Clients, Mr. McCauley works with customers to insure their process requirements and definition of their global trade vision is understood and realized by leveraging the best practices and functionality available within the Integration Point solutions.

**Rick Miller:** Rick is a Licensed Customs Broker and a Managing Director for Trade Compliance Recruiting Solutions. Together with his business partner, Linda Lexo, they specialize in Trade Compliance/Broker placements.

He has over 10 years of trade compliance recruiting experience and 18 years of experience in Trade Compliance including six years with U.S. Customs and Border Protection and twelve years in private industry most recently as the Director of Trade Compliance for Electrolux. Prior to that he was at Springs Window Fashions and Recoton Corporation where he managed the settlement of \$14 million in

criminal and civil penalties with respect to a pre-employment Customs investigation. He also created and ran the Legal Department there.

Rick is a graduate of Mansfield University.

He is a supporter and current member of ICPA, past member ICPA Board of Directors, past Treasurer and current ICPA Webmaster.

Rick can be reached at [rick@traderecruiting.com](mailto:rick@traderecruiting.com) or 386.313.6915

**Kathleen M. Murphy:** Kathy counsels clients on maximizing trade benefits, making informed global procurement decisions and developing domestic and international trade compliance programs. She represents clients in duty-recovery initiatives and customs challenges concerning tariff classification, valuation, Free Trade Agreements and country of origin determinations, among other areas. She guides clients through compliance audits and validations, as well as penalty investigations conducted by U.S. or foreign customs authorities. She represents clients in deliberations with the Centers of Excellence and Expertise and with Customs Headquarters personnel.

In addition, Kathleen conducts internal trade compliance reviews and training, and helps clients develop audit processes and internal controls for risk management and mitigation purposes. She also advises companies on corrective measures and risk avoidance strategies, including prior disclosures and reconciliation filings. She has considerable experience with customs valuation methodologies, customs transfer pricing reviews, the First Sale Rule, and WCO and OECD valuation pronouncements. Kathleen is ranked internationally in Chambers Global and nationally in Chambers USA and received Lexology's Client Choice Award for International Trade in 2016.

**Barb Secor:** Barb has a B.A. from Boston College. Barb spent seventeen years in the freight forwarding industry in air and ocean, export and import operations, sales and compliance for small forwarders and a large integrator, followed by executive leadership roles in compliance. Barb was president of EXIM Associates, offering training and consulting for global trade compliance, transportation, and auditing for small companies to Fortune 500 businesses. Barb currently leads the Thermo Fisher Scientific compliance team as Senior Director of Global Trade Compliance. Thermo Fisher Scientific Inc. is the world leader in serving science; their mission is to enable their customers to make the world healthier, cleaner and safer. With revenues of over \$17 billion, Thermo Fisher has approximately 50,000 employees and serves customers within pharmaceutical and biotech companies, hospitals and clinical diagnostic labs, universities, research institutions and government agencies, and environmental and process control industries.

**Mark J. Segrist:** Mark is the Managing Member of Sandler, Travis & Rosenberg, P.A.'s Chicago office. His practice is focused primarily on import and export trade law and assisting clients in acquiring duty-saving benefits under the First Sale Rule.

With regard to imports, Mr. Segrist's practice focuses primarily on providing strategic advice and counsel to a wide range of multinational clients on international trade and customs law matters, including classification, valuation, product marking and labeling, prior disclosures, penalty mitigation, CF-28/29s, protests, corporate manuals and training, C-TPAT certification and validation, and merchandise qualification for duty-free treatment under free trade agreements and other trade preference programs. He also has extensive experience assisting clients in properly structuring multi-tiered transactions to maximize lawful duty savings under the First Sale Rule.

With regard to exports, Mr. Segrist has experience ascertaining ECCN and OFAC licensing requirements for U.S. exporters. Mr. Segrist holds a J.D. from The John Marshall Law School in Chicago and a B.S. in Business Administration from the University of Nebraska. He is admitted to practice before the U.S. Court of International Trade, the U.S. District Court for the Northern District of Illinois, and the Illinois Supreme Court. He is a member of the bar in Illinois, the Chicago Bar Association's Customs and International Trade Law Committee, and the Chicago Customs Brokers and Forwarders Association. Mr. Segrist is proficient in German.

**Andy Shiles:** Andy Shiles is the senior vice president of the U.S. Council for International Business responsible for ATA Carnet and Trade Services. Andy is also a member of the e-Carnet Development Team of the International Chamber of Commerce. Having over 30 years in international trade, Andy is now leading the effort to digitize the ATA Carnet in the U.S.

Andy was elected twice to the board of directors of the ICPA. He has been very active in many other trade associations over the years as well as Andy has spoken on several topics around the world. He has a good balance of knowing what it takes to run an operation and business while at the same time adhering to import/export compliance.

Since Andy is always entertaining regardless of the topics he can converse on, his sessions are worth sitting on.

**Todd R. Smith:** Todd is an Indirect Tax Principal in the Global Trade services practice. Prior to joining EY in May 2017, Todd provided inbound and outbound trade and customs consulting services to multinational companies for 15 years at KPMG LLP.

Todd has in-depth experience in global trade automation strategy, design, and implementation; trade organization functional strategy and operating models; global import and export trade compliance; customs related party pricing including BEPS readiness assessments and planning; operational transfer pricing for customs; reporting post-importation tax transfer price adjustments to customs authorities in various countries; global customs audits; import/export (dual use and military) violations, disclosures, and remediation; and, cost savings via first sale for export, free trade agreement qualification, duty drawback, and foreign trade zone feasibility and implementations.

Todd is actively involved in global customs valuation related party policy through his work with the International Chamber of Commerce (ICC) in Paris, France, and the Technical Committee on Customs Valuation (TCCV) at the World Customs Organization (WCO) located in Brussels, Belgium.

Todd works in all industries with a special focus on electronics, apparel and footwear, life sciences, automotive, and chemicals. Examples of former long-term clients include Amazon, Amgen, Boeing, EADS, Gap, LG, SanDisk and Walmart with direct in-country on the ground experience in over 20 countries.

**Paul Sumner:** Paul is a Partner of PWC's Worldtrade Management Services (WMS) practice in Thailand. Paul has been in Thailand since 1997, where he now leads the Customs and International Trade practice for Mekong (Thailand, Vietnam, Cambodia, and Laos) and the Philippines.

Paul is experienced in advising clients on various aspects of customs and international trade, with particular focus on the valuation of goods for customs purposes and audit/investigation defense. Paul is actively involved with customs compliance issues, including internal compliance reviews, dispute resolution, optimizing preferential trading arrangements and implementing customs valuation and tariff classification solutions.

As a Partner in the regional business, Paul has responsibility for a number of key accounts, including companies in the auto, apparel, pharmaceutical, food & beverage and chemical industries.

Prior to joining PricewaterhouseCoopers, Paul was a Higher Executive Officer with the HM Customs and Excise in the UK. He was based in Valuation Branch, where he undertook casework prior to moving into the policy section. Paul also worked in professional practice in the UK before relocating to Thailand.

### **IMPORT TRACK**

**William “Bill” Ansley:** William S. “Bill” Ansley, Jr is Vice President for Global Customs and Trade Compliance for UPS Supply Chain Solutions. In addition to his compliance responsibilities, Bill has responsibility for UPS Trade Management Services, and global operational responsibilities for new brokerage products, emerging markets, global solutions, implementation and customer care. He is a third-generation customs broker and seasoned logistics executive with experience operating multiple companies in the transportation and logistics arena.

Prior to joining UPS Trade Management Services, Inc. in 2002, Bill served as senior vice president and CIO of a warehouse based third party logistics company, where he also was responsible for sales and marketing. He has been president and COO of two different customs brokerage and freight forwarding companies, president of an insurance company, and senior vice president responsible for product development, sales and operations for an internet software company. He has been active in industry associations and served for 10 years as a director and officer for the National Customs Brokers and Freight Forwarders Association of America.

A native of Atlanta, Bill holds a U.S. Custom Brokers License issued January 29, 1976.

**Nichol Bradley:** Nichol is an experienced trade compliance professional who has more than 20 years’ experience in import/export, and logistics. Most recently she has taken on the current role of Trade Compliance Manager with Fluor Corporation and before that worked for Textron Aviation in the compliance legal department where she held multiple compliance roles. Nichol has worked in all aspects of trade compliance from handling the day to day operations, implementing global trade management processes and automation, building import/export programs, and supporting global regulatory policy changes.

She has great knowledge when it comes to understanding Customs regulations and other government agency rules and regulations. Utilizing ACE is another key component that Nichol is very knowledgeable about. Nichol is a Licensed Customs Broker and is a Certified Customs Specialist, she is also Six Sigma Green Belt certified. She has been a member of ICPA since 2012.



**Maria E. Celis:** Maria has worked in Customs and international trade for over 17 years, and is a partner in the New York office of Neville Peterson LLP. She practices in the areas of international trade, Customs, export law, Food and Drug Administration, and other federal regulatory matters. She is admitted to practice before various federal courts, including U.S. Court of International Trade and the U.S. Court of Appeals for the Federal Circuit.

Ms. Celis has been asked to speak before numerous groups regarding commercial, trade, and Customs issues, including: Cargo Logistics America in San Diego, California; the Mediterranean Anglo-American Business Network (MAABN) in Aix-en Provence and Marseille, France; the Midwest Global Trade Association (MGTA), in Minneapolis, MN; the Knowledge Group (webinars); and the Xinji Chamber of Commerce in Hebei, China, on such issues as *Exporting and Business Strategies During a Recession*, *INCOTERMS*, *Free Trade Agreements*, *Essentials in Commercial Contracts*, and *Payment Terms in International Commercial Contracts*; and *NAFTA and the Trans-Pacific Partnership Agreement*. She writes regularly for the American Association of Exporters and Importers (AAEI).

**David Corn:** David is a Vice President of C.J. Holt, starting his drawback career in 2011. With years of experience in the market research field, he has a successful history with large commodity clients and has created, managed, and presented projects in consumer research, sales and statistical analysis, and marketplace dynamics. Mr. Corn has developed several drawback clients from first contact to final liquidation across a range of industries, including: agriculture, apparel, automotive, chemical, energy, machinery, and sports products.

David was appointed to the co-chair position of AAEI's Drawback and Duty Deferral Committee in 2015. He serves on the NCBFAA Drawback Subcommittee and is the Treasurer for the NYNJFFF&BA. In 2014, David joined the Trade Support Network Drawback Subcommittee to assist Customs and Border Protection with the transition of drawback to the Automated Commercial Environment. In 2016, David was selected to join a small team from the trade to work with CBP in shaping the concepts for new drawback regulations that became necessary with the passage of the Trade Facilitation and Trade Enforcement Act. Mr. Corn actively discusses drawback with congressional representatives from NJ and NY, the House Ways and Means Committee, and the Senate Finance Committee.

Mr. Corn has a Bachelor of Science degree from The Ohio State University in Consumer Affairs and is a Licensed Customs Broker.

**Bob Cowie:** Bob is VP, Consulting at GHY, Inc. In 2017, he celebrated his 45th Anniversary with GHY. He has extensive technical knowledge of Customs regulations and works with GHY Clients, as well as with GHY US and Canadian Account Managers, on complex regulatory challenges. Bob is well known in the Manitoba region for his skill, energy, enthusiasm, and commitment to solving problems with creative and effective solutions for clients.

**Amy Magnus:** A distinguished authority in the realm of US Customs regulations, Amy Magnus plays an instrumental role in the formation of new policies and procedures, as well as in the dissemination of regulatory information to US importers. Amy Magnus, a licensed Customs Broker, is the Director of Customs Affairs and Compliance with oversight of Customs compliance and regulatory matters.

Additionally, Ms. Magnus is the District Manager for some of Deringer's busiest Customer Service Centers including Deringer's Champlain, New York facility and Detroit, Michigan offices. As a very

active member in the realm of Customs, Ms. Magnus serves as Vice President on the Board of Directors for the National Customs Brokers and Freight Forwarders Association and as former President of the Northern Border Customs Brokers Association; she serves on the Customs Committee for both organizations. In the fall of 2004, CBP selected Trade Ambassadors to be the point persons for the Trade Support Network for the Automated Commercial Environment (ACE). CBP selected 11 core members, of which Amy Magnus is one. Among the core group of Trade Ambassadors are representatives from General Motors, GE, Trade Point, Hasbro, Federal Express, and other fortune 50 companies.

Prior to joining the Deringer team, Ms. Magnus was a Vice President for a nationally known logistics company that was subsequently purchased by UPS. Before becoming a licensed Customs broker, Ms. Magnus worked for CBP for eighteen years. When she left Customs, she was the Trade Compliance Manager in the Champlain, New York area service port, the third largest area service port on the Canadian border. Ms. Magnus' responsibilities included supervision of all trade-related personnel and functions in Champlain. During her tenure with CBP, Ms. Magnus worked with various Customs divisions in Washington, DC to draft and implement new policies and procedures as they related to NAFTA, compliance measurement, the Customs Modernization Act, enforcement, and other trade sensitive issues. Prior to her position as Trade Manager, Ms. Magnus was the Fines, Penalties, and Forfeiture Officer for over five years, and in her early years with CBP, she served as an Inspector and an Import Specialist. Ms. Magnus is a graduate of the University of Vermont and holds an advanced teaching degree from the same university.

**Naresh Makhijani:** Naresh is a senior SAP Global Trade Services consultant and SAP Solution Architect at Krypt Inc. Naresh has over 9 years' experience working in SAP GTS and SAP ERP and project implementation. He has worked on multiple complete lifecycle implementations globally and across various industry sectors and has experience in handling SAP ECC implementation projects related to merger and divestiture cases.

Naresh has worked extensively on Compliance, Customs Management and Trade Preference Agreements functionality of GTS. Furthermore, he has deployed SAP GTS solution for Mexico region involving Maquiladora trade processes. He is also well versed with SAP S/4 HANA & its integration with GTS.

Naresh was a speaker at the 2016 SAPPHIRE NOW + ASUG Annual Conference and various trade conferences; he has also conducted multiple training sessions and educational webinars.

**Daniel Meylor:** Dan began his career in 1971 as a messenger at the L.A. International Airport. He joined Carmichael International Service (an APL Logistics Company) in 1996 and is now the Customs Administration Manager for Carmichael. Dan became a licensed broker in 1974.

He is a Past President of the Los Angeles Customs Broker and Freight Forwarders Asso. and currently serves as the Chair of the LACBFFA Seaport CBP Committee. Dan began serving on committees for the LACBFFA in 1973 with leading the set-up of the association's Airport Committee. He has worked on the various committees of the LACBFFA consistently since then and has assisted on committees with the Foreign Trade Association, including helping put on Tradewatch.

Dan is currently a member of the Board of Directors of the National Customs Broker and Forwarders Association of America and is the Vice-Chair of the NCBFAA Customs Committee. Dan is also the co-Chair of the Pacific Coast Council Import Committee.

**Darrel H. Pearson:**

Senior Partner, Bennett Jones LLP  
Phone: (416) 777-4811 • Fax: (416) 863-1716  
E-mail: [pearsond@bennettjones.com](mailto:pearsond@bennettjones.com)

Practices all aspects of international trade and customs law including trade remedies, customs international trade treaty matters, export regulation, foreign extraterritoriality, GST, and other regulatory matters concerning Canada. Appears before relevant tribunals, NAFTA panels, Federal Court Trial Division and Appeal, and the Supreme Court of Canada. Authored numerous publications on customs and international trade law. Speaker at conferences in Canada and abroad. BSc, University of Toronto (1975); MBA, York University (1977); LLB, University of Windsor (1980). Ontario Bar in 1982. Mr. Pearson has been named among the most frequently recommended customs and international trade lawyers in the Canadian Legal Lexpert® Directory since 1999, cited in the International Who's Who of Trade and Customs Lawyers since 2001 and Lexpert/American Lawyer Guide to the Leading 500 Lawyers in Canada since 2008. He enjoys an AV rating of the Bar Register of Preeminent Lawyers of Martindale-Hubbell signifying high legal ability and "very high" adherence to standards of conduct, ethics, reliability and diligence.

**Erik Rock:**

Attorney at Law, Rock Trade Law, LLC

Eric R. Rock concentrates his practice on customs and international trade matters. He has over 25 years of experience representing clients in all facets of import and export compliance, including the design of compliance programs, and reducing costs through favorable rulings concerning tariff classification, product valuation, free trade agreements, and special trade programs. He has also defended against trade violations arising from government investigations, audits, internal reviews, or penalty cases.

Eric has also advised clients regarding US export laws and regulations, including restrictions on the sale or disclosure of US-origin technology to foreign nationals, export licensing requirements, encryption controls and compliance with US trade embargoes.

He is a graduate of Loyola University of Chicago, where he earned his Bachelor of Arts degree, magna cum laude. He earned his Juris Doctor degree from Loyola University Chicago's School of Law.

**Deep Sengupta:** Deep SenGupta is the founding CEO of DSG Global, LLC ([www.dsgglobal.com](http://www.dsgglobal.com)), a San Francisco based consulting firm specializing in international trade compliance, training and global business strategy. Prior to his current role, Deep was the Principal of FedEx's Global trade consulting group. Prior to FedEx, Deep started his career with KPMG's Trade & Customs practice in Asia. Deep obtained his initial legal education in India, his Masters in Law-Taxation (LL.M) from the University of Washington and received executive education on International Trade from Harvard University's Kennedy School of Government.

A firm believer of giving back to the community, Deep is very active in local trade associations as the Chair of the District Export Council of Northern California, Membership Director for the Women in International Trade (Northern California) and Advisor to the Bay Area Entrepreneur Center. When Deep is not wearing his "trade compliance" hat or running after his 6-year old daughter, he is a news-buff, enjoys theatre, plays tennis every chance he gets and longingly look at his guitars that are gathering dust!

**Andrew Siciliano:**

Trade and Customs Practice Leader, KPMG LLP (United States)

Andrew is a KPMG Partner and is the National Partner-in-Charge of the firm's U.S. Trade and Customs Practice. He also leads KPMG's Long Island Tax Practice. Andrew is based in New York and holds both a CPA and U.S. licensed Customs broker licenses, as well as a juris doctorate degree from St. John's School of Law.

Andrew has been advising global multinational companies on international trade and indirect tax matters for 20 years. His vast experience ranges from assisting clients with customs audits and export matters to examining global supply chain structures for cost effectiveness. Andrew often speaks at various trade conferences and has authored a number of publications.

**Matthew Silverman:**

International Trade Counsel, Baker Hughes, a GE Company

Matthew Silverman is International Trade Counsel for Baker Hughes, a GE Company, based in Houston, Texas. Reporting to the Global Trade Compliance Director, Matthew leads trade compliance efforts at Baker Hughes in the areas of imports, export controls, boycotts and sanctions. Matthew advises the business on developments in international trade law, regulations and policy, and ensures compliance in collaborative initiatives with Logistics, Supply Chain, Operations and other functional groups. Prior to his corporate regulatory compliance career, Matthew worked in Washington, D.C. on trade policy and legislation as a Legal Fellow for United States Senator Brian Schatz and as a Trade Analyst in the Obama Administration. Matthew began his legal career as a litigator in Chicago, Illinois. Matthew earned his bachelor's degree from the University of Michigan – Ann Arbor, his J.D. from Loyola University Chicago School of Law, and his LL.M. in International Business and Economic Law from Georgetown University in Washington, D.C.

**Erik D. Smithweiss:** Erik is a partner in the Los Angeles office of the customs and international trade law firm Grunfeld, Desiderio, Lebowitz, Silverman & Klestadt LLP. Erik's practice covers the full range of issues such as tariff classification, valuation, rules of origin and marking, free trade agreements, IPR, product safety compliance, antidumping and countervailing duty compliance, import restrictions and similar matters. He has extensive experience with audits, investigations, prior disclosures, penalties, seizures, forfeiture litigation and compliance programs. Erik is one of several trial attorneys with the firm and represents clients in cases before the U.S. Court of International Trade, Court of Appeals for the Federal Circuit, and federal district courts. He also advises clients on export regulations and enforcement matters. Erik instructs the customs broker exam course, customs valuation, and export compliance classes for the Foreign Trade Association of Southern California.

**James Snider:** James is the Assistant Center Director of Enforcement for the Apparel, Footwear and Textiles Center of Excellence and Expertise. Prior to his appointment with the AFT Center, Mr. Snider was the Supervisory Program Manager for Trade Operations in the San Diego Field Office for Customs and Border Protection. Mr. Snider was hired by Customs in 1992 as an Import Specialist and later become an Import Specialist Team Leader at the Port of Long Beach.

In 2001, Mr. Snider moved to San Diego and served as a Supervisory Import Specialist at the Port of Otay Mesa until he became the Community Relations Officer for the entire field office in 2003. In this capacity, Mr. Snider worked directly with importers, brokers, carriers and other government agencies to facilitate trade and reduce trade violations. Mr. Snider transitioned to the Supervisory Program Manager position in 2007 and acquired oversight of trade programs serving the areas of San Diego and Imperial Valley. Mr. Snider accepted his currently position as Asst. Center Director in the AFT Center in June, 2013.

A native of California, Mr. Snider holds a Bachelor of Science degree from the University of California, Los Angeles.

**Raymond F. Sullivan Jr:** Raymond is a solo practitioner with more than 35 years of practice in Customs law, international trade regulation and export control law. Mr. Sullivan has extensive experience in conducting compliance audits and investigations and has formulated compliance plans that incorporate import and export transactional issues for global and multinational clients, as well as FCPA issues.

Mr. Sullivan's practice encompasses customs penalties, seizures and other enforcement activities as well as classification and valuation of imported merchandise, including litigation of these issues in the U.S. Court of International Trade. He represents clients in pre-audit reviews, audits and compliance assessments by the U.S. Customs Service. Mr. Sullivan regularly conducts evaluations of importer's entry systems and U.S. Customs clearance and duty payment processes with a focus on Customs duty assessment laws and effective duty savings within the Customs regulatory framework, and global, regional and bilateral trade preference agreements.

Mr. Sullivan has represented many clients engaged in global trade with multiple cross-border transactional issues; and, clients with multinational manufacturing facilities. He has represented clients in the establishment of foreign trade zone assembly operations, including Foreign Trade Zone Board approvals establishing the zone operation, and subsequent modifications to the zone facility. Additionally, he has represented clients establishing import operations in the U.S. and facilitated exporters to the U.S. in becoming U.S. importers of record while not being physically located in the U.S.

Mr. Sullivan has been actively engaged with importers and exporters in issues related to homeland security measures, both those measures required by regulatory authorities, as well as engaging in pro-active business practices to facilitate efficient and compliant logistical management designed to anticipate potential problems and to provide solutions combining legal compliance and sound business acumen. Mr. Sullivan has an AV Preeminent Rating with Martindale-Hubbell.

Before entering private practice, Mr. Sullivan worked for the U.S. Customs Service as an Import Specialist and Special Agent engaged in criminal and civil customs fraud and revenue enforcement investigations.

Admissions

District of Columbia

New York

Maryland

U.S. Court of Appeals for the Federal Circuit

U.S. Court of International Trade

## REPEAT TRACK

**Steve Aiello:** Steve is the Director of Trade Compliance for Cimpress also known as Vistaprint, an online supplier of printed and promotional materials as well as marketing services to businesses and consumers. Steve is a Licensed Customs Broker and Certified Customs Specialist in the U.S. and Canada, having worked for Customs Brokers and Freight-forwarders for the first ten years of his career. Over the past fifteen years Steve has worked for mid-size to large importers and exporters, responsible for the Compliance aspects of program design, development and execution; relationship management between companies and Customs, service provider management, internal training and auditing.

**Sara Bowersox:**

Global Compliance Manager, KEEN Footwear  
Self Proclaimed “Footwear Serial Monogamist”

Sara’s trade compliance journey began when a freight forwarder hired her based solely on her ability to speak Japanese. She earned her broker’s license, then fled forwarding / brokerage. Sara lives in Portland, Oregon (affectionately known as “Shoe Town, USA”), and has spent 20 years importing shoes for Dr. Martens, Nike and now KEEN. Her adventures in compliance include: “old style” CAT audit, C-TPAT pilot, ISA management, CEE pilot, drawback programs, compliance manual creation, compliance team leadership, MTB promotion, constant battles with assists, and never ending entry audit / post entry. Sara has been at KEEN for nearly 4 years. This is her first Outdoor Industry gig! She is directly responsible for KEEN US and Canada Customs activity, advises KEEN Europe and Japan, and works with other Fuerst Group related companies.

Sara lives in a log cabin on acreage with her family & pets, has a foosball table in her dining room, never met a pair of boots she didn’t like, and loves the ocean. Favorite colors are orange and purple, and if you ask – there is always room for ice cream (always!).

**Brenda Cordova** - Brenda is an attorney licensed to practice law in Mexico. She holds an LL.M. degree on International Law and Latin American Studies from the University of Texas at Austin. She is the founder of Grupo Legal Cordova, a law firm that specializes on Mexican Customs, international trade and cross border transactions between Mexico and the United States. Brenda assists companies, law firms and customs brokers in the following areas: Maquiladoras/IMMEX compliance, certificates of origin, NAFTA and other FTAs, classification rulings, pedimentos, labeling, PAMAs, Single Window issues, valuation, Customs regimes, Mexico VAT and AEO Certifications, international purchasing contracts and foreign investment, as well as other related matters. She has successfully challenged Mexican Customs decisions affecting U.S. companies doing business in Mexico and has represented companies before the Mexican courts and other governmental authorities.

Brenda is the Chair of the Customs and Trade Committee of San Luis Potosi Bar Association. She was a professor in Mexican Customs and international trade at the UASLP-ZM and has been a featured lecturer for various conferences and seminars throughout the United States and Mexico. Brenda is fluent in English and Spanish. She is a certified Perito Dictaminador Traductor (Authorized Government Certified Translator).

Brenda is part of the Board of Trustees for the Centro de Orientacion y Desarrollo Infantil, A.C., which is a shelter for abandoned children. She is the founder and active member of Guias de Mexico/Girl Scouts for her city, and her troop is composed of children from the homeless shelter.

**Orisia K. Gammell:** Orisia is an associate in Arent Fox LLP's International Trade group. Her practice focuses on issues concerning international trade, with emphasis on import compliance. She represents US and foreign manufacturers, importers, and exporters before Customs and Border Protection (CBP) and other government agencies whose jurisdictional reach includes imports and exports.

Orisia routinely advises clients in all areas of import compliance, including valuation, tariff classification, and country of origin determinations and marking requirements. She has worked with companies of all sizes in a variety of industries to develop and implement comprehensive, multi-faceted compliance programs that include reference materials, operating procedures and monitoring functions. She has substantial experience with administrative proceedings before CBP, including prior disclosures, protests and ruling requests. She also represents clients in various CBP enforcement matters including civil penalty actions, liquidated damages cases, seizure cases and investigations. Her efforts have resulted in substantial savings for her clients in terms of duty, mitigated liquidated damages and penalties, and avoided penalties.

Orisia has extensive experience with a variety of free trade agreements and duty preference programs. She advises clients on initial product qualification, certification and maintaining compliance, and has represented clients through verifications that have resulted in positive determinations.

**Nicolas Guzman:** Nicholas is a senior associate in Drinker, Biddle, & Reath LLP's Customs & International Trade practice.

Nick's practice is focused on all aspects of international trade laws and regulations. He regularly assists clients with a variety of import compliance issues, including import tariff classification, valuation, country of origin determination and marking issues, and eligibility determinations under various free trade agreements and duty preference programs.

Nick also assists clients by conducting compliance reviews of existing customs practices, drafting of customs procedures, and training company personnel on customs related topics.

Nick advises clients undergoing CBP focused assessments and penalty investigations, and has significant experience drafting prior disclosures, pre-penalty petitions, mitigation petitions, and ruling requests on various import issues.

Nick regularly assists clients with international customs compliance issues. He has significant experience with customs compliance requirements for maquiladora manufacturing operations in Mexico, as well as with tariff classification and country of origin determinations worldwide. He has conducted compliance reviews in Latin American and provided Spanish language training and advice to client personnel.

Nick is admitted to practice before the U.S. Court of International Trade, State Court of Illinois and the District of Columbia.

Session Description

## ***Navigating Chapter 98: How to Reach Your Duty-Free Destination***

*This session will address the requirements and benefits of various Chapter 98 provisions, including U.S. goods returned, repaired or assembled goods, and prototypes, among others. In addition to discussing documentary requirements and relevant timing issues, we will also focus on best practices for incorporating these money saving preference programs into existing import compliance programs. Participants will leave this session with a road map to achieve Chapter 98 compliance, and hopefully, a lot more duty-free imports.*

**Larry Hanson:** PAST GOVERNMENT EXPERIENCE: Between 1986 and 1989, Mr. Hanson served as Assistant Regional Counsel for the U.S. Customs Service, now U.S. Customs and Border Protection. As in-house counsel for Customs, Mr. Hanson provided legal advice to Customs personnel including Port Directors and other Customs officials, Import Specialists, Inspectors, Special Agents, FP&F officers and other Customs personnel. Mr. Hanson was involved in the handling of civil and criminal investigations, audits, and other administration actions and was cross-designated as a Special Assistant U.S. Attorney representing Customs in U.S. Federal District Court. Finally, Mr. Hanson conducted internal training programs for Customs personnel including the Customs Law Course at the Federal Law Enforcement Training in Glynco, Georgia.

Since 1989, Mr. Hanson has assisted clients in the handling of penalty and liquidated damage claims, the detention, seizure and forfeiture of merchandise and other audits, civil and criminal investigations and similar actions taken by Customs and other governmental agencies that regulate imports and exports. Additionally, Mr. Hanson offers his experience in the development of international trade related compliance programs designed to prevent unwanted entanglements with the governmental agencies that regulate international trade. Mr. Hanson is US counsel for ICPA Inc.

**Greg Kanargelidis:** Greg is a partner with more than 25 years of experience practicing in the areas of international trade, customs and commodity tax law. He leads the International Trade and Investment Law Group at Blake, Cassels & Graydon LLP, and is recognized as one of the leading international trade and customs lawyers in Canada and the world. Greg has extensive experience representing clients on global trade and investment matters, export controls, sanctions, export/import licences, and procurement disputes. Greg has substantial experience in trade remedy matters, with a particular emphasis on anti-dumping investigations and appeals. Greg is a noted expert in all areas of customs law. He also assists clients with respect to planning, compliance and appeals involving GST, excise and other commodity taxes. Greg is very active in legal organizations, such as co-chair of the customs law committee of the ABA international law section, member of the CBA Commodity Tax, Customs and Trade Section, and past-chair of the Ontario Bar Association international law section.

### **Beth Pride:**

President, BPE Global – Biography

As the president of BPE Global, Beth Pride brings 30+ years of operational expertise in global trade and international logistics to assist BPE Global clients to develop their global trade strategy and implement a strong global trade posture. Beth offers subject matter expertise in brokerage, import operations, export operations and the development and maintenance of global supply chain security programs. Beth has extensive experience in establishing global trade organizations, developing global trade strategy and defining and implementing global trade automation solutions. Beth's Customs-Trade Partnership



(C-TPAT) clients have achieved C-TPAT Tier-3 status. Beth has experience in export licensing applications and management, product control classification, Standard Operations Procedure (SOP) development and the development of policies and procedures, including Export Management and Compliance Program design.

Beth is a global trade evangelist, author of numerous benchmark reports, white papers, articles and BPE Global Hot Topics. Beth is an extremely dynamic speaker who advocates that global trade compliance is an essential component of every company's corporate strategy. Beth is a committed educator in the field of global trade and guest lectures at local colleges, universities, trade associations and small business organizations including America's Association of Exporters and Importers (AAEI), Mission College, National Customs Brokers and Freight Forwarders Association of America (NCBFAA) Educational Institute, Oregon State University, Renaissance Entrepreneurship Center, Rotary International, San Francisco State University and Women in International Trade Northern California.

**Steven B. Zisser, Esq:**

Steven is a licensed attorney and founder of Zisser Customs Law Group and Masters Method. He is one of the nation's leading experts on Import/Export Law with more than 25 years' of exclusive experience. From his office in San Diego, CA he supports importers and exporters throughout the world in virtually every industry to save money, reduce costs, improve compliance and streamline operations. As a leader and visionary in his field he solves the most complex trade compliance issues for many of the nation's largest manufacturers, distributors and retailers, covering classification, valuation and free trade agreements. Steve is a Master at breaking down the most complex topics into simple, actionable and user friendly procedures and internal controls.

Steven is a world renowned speaker and trainer who delivers' unbeatable results. He has successfully trained thousands of trade professionals throughout the world on import and export compliance through his Masters Method training programs. Over 500 major companies now require Masters Method HTS and ECCN training for all classifiers. Steve is an expert at breaking down the most complex trade compliance topics into simple and easy to understand steps. A Masters Method presentation is clear, engaging, memorable and simply the best.