

**Bernardine Adkins**

Bernardine Adkins (LLB (Hons), DHEE (College of Europe)) was called to the Bar of England and Wales in 1987, qualified as a solicitor of the Senior Courts of England and Wales in 1992, and is currently a member of the Barreau de Bruxelles. Bernardine joined Gowling WLG as a Partner in 1999, and has been Head of the firm's EU, Trade and Competition team since 2004. She has over 25 years' of EU, trade and competition law experience, providing clients with strategic advice before the European Commission and regulatory authorities in the UK. In addition, Bernardine has a strong reputation as an innovative litigator, advising upon a range of high-profile and complex cases before the Competition Appeal Tribunal, the High Court, the Court of Appeal, and the Supreme Court. With many industry accolades over the years, Bernardine was most recently named as a leading expert in Euromoney's Women in Business Law 2016 guide.

**Laura Carola Beretta**

Laura is an Italian International Trade Advisor for Grayston & Company, Brussels.

She specializes in WTO and EU trade and customs law, including excise duties, market access issues faced by EU companies in third-non EU countries, as well as export controls and EU trade sanctions and embargoes. She also provides assistance relating to Swiss preferential trade regimes and origin matters. Mrs Beretta has been identified as one of the leading trade and customs experts by the International Who's Who Legal of Trade and Customs Lawyers since 2012.

She is SDA Professor at the School of Management of University Bocconi Milan, Italy, since 1999 and is a frequent speaker on trade topics at international conferences like at the ERA –Academy of European Law, Trier, Germany.

She holds a Ph. D in International Economic Law at Bocconi University, Milan, Italy and works also in English, French and Spanish.

**Peter J.M. Bulters**

Peter started his career in Compliance in 1983 as a Dutch Customs Official. During this time, he studied international customs laws and regulations for many years. He then joined Calberson/Geodis as Risk Control Manager to move on joining Texas Instruments as their EMEA Quality and Compliance Manager. Peter gradually became an expert and TI's global team leader on the WCO SAFE Framework developments. He worked with a team on the globalization of the TI Internal Control Program. In 1998 Peter joined Vastera as an external independent consultant, which resulted finally in a transfer in 2007, he joined JPMorgan as VP EMEA Quality & Compliance to become Livingston International's VP GTM Governance. In June 2016 Peter founded together with his son Nick, CATTs BV. In 10 month time to company has grown from two persons to 65 who are located in 47 countries, main offices in the Netherlands, Hungary, Poland and India.

Peter was the chair of the Dutch Single European Authorization group and vice chair of the European Semi-Conductor Association. He acted as an arbitrator in logistics issues and as an advisor to the European Parliament and Commission. Peter has a solid reputation in implementing global rules and regulations into operational business procedures. He can translate law in practical solutions. Technology is his hobby and he has successfully implemented many technology compliance development programs. "Everything is possible if" is his philosophy.

**Charles De Jager**

Charles is a counsel in the Brussels office of Crowell & Moring. He has 20 years of experience as an attorney in international trade, dispute resolution, regulatory law, and government affairs. He has practiced law in Brussels and Washington, D.C., and has worked for the Delegation of the European Union to the United

States. Before joining Crowell & Moring, Charles was a dispute settlement lawyer in the Rules Division of the Secretariat of the World Trade Organization.

Throughout his time in practice, Charles has advised private companies, industry associations, and sovereign governments on a variety of market access and regulatory compliance matters resolved through a combination of legal analysis and policy argumentation. He has particular experience in the areas of international disputes, export controls and economic sanctions, trade remedies, and product regulation. Over the years, Charles has worked with clients in a range of industries (including agriculture, aviation, chemicals, electronics, energy, pharmaceuticals, and steel) and jurisdictions (including Australia, Brazil, Canada, China, Egypt, the European Union, the Gulf States, India, Indonesia, Japan, Korea, Malaysia, Mexico, Russia, Taiwan, Turkey, Ukraine, and the U.S.).

### **Maria Alejandra (Jana) del-Cerro**

Jana counsels clients with respect to U.S. export controls and economic sanctions issues, with a focus on technology transfers. She provides transactional counseling, M&A due diligence, and classification and commodity jurisdiction analyses. She also represents clients with respect to voluntary disclosures and enforcement matters before the Departments of Commerce, State, and Treasury. Jana also counsels clients concerning U.S. laws and regulations applicable to foreign investment and ownership in the United States, such as Exon-Florio, and the Direct Investment Surveys administered by the Department of Commerce Bureau of Economic Analysis.

### **Professor Walter de Wit**

Walter de Wit has more than 25 years' experience in Customs and International Trade and Indirect Tax. He is a Global Trade partner at EY in Amsterdam, the Netherlands. He is also Professor in International and European Customs Law at the Erasmus University of Rotterdam. At the Erasmus University of Rotterdam he is Program Director of the EFS Post Master EU Customs Law and one of the founders of the Executive Master in Customs & Supply Chain Compliance at the Rotterdam School of Management. Earlier in his career he was Advocate-General with the Dutch Supreme Court delivering opinions on customs and indirect tax cases pending before that court.

### **Dennis Farrell**

Dennis Farrell 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.

### **John Grayston**

John Grayston is an English solicitor and Belgian avocat who has practised EU regulatory law from Brussels for more than 25 years. He is a founder member of Grayston & Company and is proud to be ICPA's Honorary EU Legal Counsel. He is particularly known for his work in the areas of EU export control, EU sanctions and EU customs.

#### **Larry Hanson**

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

Since 1989, he 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. 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.

#### **Jennifer Hawkins**

Jennifer is a Manager in the Global Trade & Customs practice of PwC Dublin. She was admitted as an attorney-at-law (NY) and barrister (Ireland) before specializing in international trade. Jennifer's experience includes advising sovereign and industry clients in the context of trade negotiations and WTO dispute settlement. Her current practice focuses on providing technical and strategic advice to industry clients on customs and trade.

Before returning home to Ireland in November 2015, she worked in the international trade hubs of Geneva and Washington, D.C. where she held various roles in private firms (legal and consulting) and international organizations (WTO and IMF), and academia (for the pre-eminent Professor John H. Jackson).

#### **Michiko Lloyd**

Michiko has over 20 years of international logistics experience. She has led global projects involving software development, product management and process management in both an operational and commercial capacity. As Vice President of European Operations, she is responsible for business development within the European market as well as for ensuring development, implementation, and support of solutions used by global corporations are maintained in compliance with European regulations.

#### **Michael Madden**

Mr. Madden is a Senior Associate with Mason Hayes & Curran, one of Ireland's largest law firms. Michael, formerly an economist, specialises in advising clients on economic regulation and EU law matters, having over 15 years' experience in the area.

Michael regularly advises domestic and international clients from a wide range of industries on the interpretation and application of Irish and EU export control law. Michael advises on the export of both military and dual use items, with a particular focus on technology controls. Michael also advises clients on compliance with EU and international trade and financial sanctions. Michael also regularly assists clients on the export control licensing process, engagement with the regulator as well as on the

implementation of internal compliance programmes. Michael has contributed to a number of publications in this area

### **Kolja Mendel**

Kolja I is Managing Partner of Mendel Verlag, the leading European foreign trade information service and data content provider on applied global tariff and non-tariff measures. Mendel Verlag specialises in research, provision and updating of this information for various destination countries. Kolja joined the family company in the 90ies and actively participated in the transformation process from a classical publishing house to a specialised international service provider. He has led key projects like the continuous supply of data content for the European Commission's Market Access Database (MADB) for almost two decades and corresponding engagements for foreign export promotion institutions. Kolja regularly contributes to publications and events on different subject matters of foreign trade such as customs nomenclatures, tariffs and additional duties, rules of origin, export control commodity lists and sanctions measures. He is member of the editorial board of FOREIGN TRADE, a magazine published in collaboration with the Foreign Trade Circle, the German association of customs and foreign trade practitioners.

### **Pablo Muniz**

Pablo Muñiz is a partner at the law firm Van Bael & Bellis (Brussels – Geneva) where he has practised since 2001. He holds a Law Degree from the University of Oviedo (Spain) and an LL.M. on European Legal Studies from the College of Europe (Bruges, Belgium, 1999).

He specializes in EU trade law with a particular emphasis on EU customs law, including customs classification, origin issues and customs valuation controversies. He regularly advises clients on multi-jurisdictional customs matters involving the European Commission, OLAF, and the World Customs Organization (WCO). He also represents clients before national customs administrations and before the EU Court of Justice and the national courts. He is also involved in WTO disputes and has assisted governments in customs-related disputes.

### **Kathleen Murphy**

Kathleen counsels clients on maximizing trade benefits, making informed procurement decisions, and developing international trade compliance programs based on risk management principles. She also plans and implements compliance tracking and monitoring programs to foster self-governance. She represents clients in transfer price reviews and government audits and investigations involving cross-border transactions.

Kathleen is ranked internationally in Chambers Global and nationally in Chambers USA, where her clients describe her as having a “highly sophisticated” customs practice and a “really strong grasp” of valuation laws and regulations. She received Lexology's Client Choice Award for International Trade in 2016.

### **John O'Loughlin**

John is a Director in PwC Ireland and leads the Global Trade and Customs team. With more than sixteen years' experience in providing customs and trade advice, John has a wide experience of the practical application of both customs and trade from his period working in industry. He holds a Degree in Business Studies and is an Associate of the Institute of Taxation Ireland (AITI). With respect to export controls, John supports companies across a number of industries with specific specialism in supporting companies in the software and technology sectors. He has provided extensive consultancy support to a wide range of multinational corporations. This has involved detailed reviews of relevant EU and national export controls, customs and trade legislation, including leading multi-territory internal reviews and being part of internal

audit project engagements. He has assisted multinationals with voluntary disclosures, including representations to the relevant national authorities on such matters. He has developed and delivered training and proficiency programs to cover relevant areas of customs and trade.

### **Giani Pandey**

Giani Pandey is a member of Grayston & Company law firm in Brussels where he deals with trade and customs law, export control, EU sanctions, competition law, compliance programs, EU regulatory matters and litigation before the Court of Justice of the European Union. Prior to Grayston & Co. Giani worked for a British and an American law firm and the European Commission.

Giani holds a Master degree in Law and a LLM in International and European law from the Free University of Brussels. He also holds a post-graduate Master in Corporate law from the Catholic University of Brussels and Leuven.

### **Darrel Pearson**

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 The Canadian Legal Lexpert® Directory since 1999, has been peer ranked in the top tier for WTO/Trade Law in Chambers Global: The World's Leading Lawyers for Business since 2007, 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.

### **Andrew Rae**

Andrew has been in the Licensing Unit since September 2016. His work in the Licensing Unit is focused primarily on export licensing.

Prior to joining the Licensing Unit Andrew has worked in various economic, regulatory and policy roles. Prior to joining the Licensing Unit he has worked in Ireland for the Competition and Consumer Protection Commission, (formerly the Competition Authority) and the Central Bank.

He has also worked for the World Bank in Washington D.C. and for the New Zealand Treasury.

He has an M.A. in Economics from University of Auckland and a Diploma in European Law from Kings College, University of London

### **Prof. Dr. Sandra Rinnert, LL.M.**

Prof. Dr. Rinnert studied law at Heidelberg University in Germany, at National University of Singapore and at Georgetown University in Washington, D.C.. She qualified as a German lawyer (RA) in 2000 and then worked as a Rechtsanwältin at Hogan Lovells LLP in Düsseldorf, specializing in matters of international intellectual property. She represented various clients in cross-border counterfeit cases, e.g. Shimano. In 2007, Sandra Rinnert was appointed head of a regional customs office in Monchengladbach, Germany, where she was exposed to seizure of intellectual property infringing goods.

Prof. Dr. Rinnert has been a lecturer in the LL.M. Program at the Centre for Intellectual Property at the University of Düsseldorf since 2001 and in the Master of Customs Administration Program of University of Münster since 2011. Currently, her main occupation is teaching at the University of Applied Administrative Science (belonging to the Federal Finance Ministry) in Münster, where she specializes in international trade and customs law and matters of intellectual property.

Sandra Rinnert has published in several high-regarded academic legal journals in Intellectual Property Law, International Trade and Customs Law, Civil Law and Law of Corporations.

Prof. Dr. Rinnert has also been a board member (Treasurer) of the European Forum for International Trade (EFA) since 2012. She has been a board member of Georgetown University's European Law Alumni Advisory Board (ELAAB) since 2007. Sandra Rinnert is member of the German Association for Intellectual Property Law (GRUR) and the German-American Lawyers Association (DAJV).

### **Davide Rovetta**

Counsel at Grayston & Company - is a trial attorney who is a member of the Brussels (Belgium) and Brescia (Italy) Bars, specializing in all aspects of EU law-related litigation and advice including the criminal law aspects. He has appeared before civil, tax and criminal Courts and independent authorities of various EU Member States. He has been involved with different roles and responsibilities over the years in more than 100 cases discussed before the Court of Justice of the European Union and the General Court of the EU. Before returning to private practice, from 2002 to 2012 he worked as a legal Counsel at the European Commission's Directorate General for Taxation and Customs Union, dealing with all subject matter linked to customs law. Davide is a member of the faculty and regularly teaches in the Master of International Law and Economics of the Bern-based World Trade Institute. He also teaches customs law at the Milan Chamber of Commerce NIBI Institute. He has published over 30 articles in international legal journals as well as a full book on remission and repayment of customs duty. He is also active in the international arbitration field

### **Grégoire Ryelandt**

Grégoire is a counsel in Crowell & Moring's Brussels office with a focus on European regulatory matters and antitrust law. Grégoire is a trusted advisor to global, European, and national corporations across a wide range of sectors, including automotive and trucking, retail, feed and food, media, mining, energy, and luxury and consumer products.

In the regulatory field, Grégoire's expertise covers REACH, CLP, RoHS, and GPSD issues. He also assists multinational companies on customs matters (BOI/BTI, import/transfer/inward processing/export).

Grégoire's REACH work includes the coordination of advocacy efforts towards Member States and European authorities, the identification of companies' registration and notification duties, compliance with antitrust laws, assistance and risk-management in case of non-compliance with regulatory obligations, advising on companies' information and communication obligations in the supply chain, and monitoring legal developments that can affect his clients' operations.

He frequently writes and speaks on competition and regulatory issues in national and international forums