



## CANADIAN CONFERENCE 2018 – SPEAKER BIOS –ALL TRACKS

Hyatt Regency Toronto – Ontario, CA – May 6<sup>th</sup>-8<sup>th</sup>

**John Boscariol** - (Twitter: [www.twitter.com/tradelawyer](http://www.twitter.com/tradelawyer); LinkedIn: [www.linkedin.com/in/johnboscarioltradelaw](http://www.linkedin.com/in/johnboscarioltradelaw);) Partner, Litigation Group at McCarthy Tétrault LLP and Leader, International Trade & Investment Law Group. Specializes in enforcement, disputes and compliance regarding economic sanctions, anti-corruption law, trade controls, defence goods, services and technology controls, blocking orders (Cuba), government contracts, national security, anti-dumping/countervail/safeguard, customs, tariffs and border measures. Also focuses on rights, obligations and remedies under international trade and investment agreements, including NAFTA; bilateral investment treaties; WTO agreements (including GATS/TRIPS); Canada-EU Comprehensive Economic & Trade Agreement; and regional FTAs. Represents clients in dealings with the Royal Canadian Mounted Police, Foreign Affairs, Trade and Development Canada, the Canadian International Trade Tribunal, Canada Border Services Agency, Controlled Goods Directorate (PWGSC), Department of National Defence, Canadian Transportation Agency, Canadian Food Inspection Agency, Federal Courts, and NAFTA Binational Panels. Frequent author and speaker. Recipient of International Law Office/Association of Corporate Counsel Client Choice Award. Obtained highest rankings in national and international legal directories. Active in leadership of the American Bar Association Section of International Law as Deputy Publications Officer and Past Division Chair. Senior Adviser and Past Co-Chair of the ABA Export Controls and Economic Sanctions Committee. Chair of Canadian Association of Importers and Exporters Export Committee. Ontario Bar, 1995. LLM, 1998.

**Brian Cacic** - Mr. Cacic assists clients to develop and implement effective customs compliance programs to ensure that reasonable care is exercised over import matters. He has assisted multinational corporations on a multitude of trade matters, including valuation, tariff classification, rules of origin, anti-dumping and subsidies; free trade agreements; export and import controls; trade sanctions, and the Controlled Goods Program. He has advised and assisted clients with audits (both internal and by regulatory authorities), and with appealing unfavorable determinations by governmental authorities. In addition to his trade practice, Mr. Cacic also advises clients on matters regarding product regulatory compliance involving food, cosmetics, drugs, medical devices, and other consumer and industrial products and services, including regulatory enforcement and recall matters.

**Jean-Marc Clément** - Jean-Marc is a Canadian attorney with 25 years of experience practicing international trade law. His clients include large multinational corporations, SMEs and business

start-ups located in Canada and abroad. They seek his advice and good judgment to improve their competitiveness worldwide with better planning of international trade operations while ensuring compliance with a myriad of cross-border obligations.

Prior to forming his own firm Jean-Marc practiced law at BCF LLP, a dynamic Montreal-based law firm member of the MERITAS global alliance. Previous to that he spent over 10 years heading the international trade consulting practice of PricewaterhouseCoopers LLP in Montreal. He began his career as in-house legal counsel for Omnitrans Inc., a reputable customs broker and freight forwarder.

Over the years Jean-Marc has become a trusted advisor to many business executives on a broad range of international trade subjects, namely: customs procedures, import tariffs, duty savings and recovery, unfair trade remedies (dumping/countervail), import and export controls, economic sanctions, supply chain optimization, foreign procurement, outsourcing, sales and distribution, international trade agreements, transfer pricing, taxation, business reorganizations, M&A due diligence assessments, counterfeit protection, voluntary disclosures, government relations, corporate governance and anti-corruption.

When disagreements occur he defends his clients' interests in dispute settlement proceedings. He successfully represented clients in complex litigation cases on several occasions. He appears regularly at the Canadian International Trade Tribunal (CITT) and Canadian Federal Courts.

Jean-Marc was appointed to the CITT Advisory Committee in 2015. He is also special counsel to Woods LaFortune LLP, an Ottawa-based international trade boutique law firm.

#### EDUCATION

EM Strasbourg School of Management, post-graduate degree in International trade (1993)  
Ottawa University, civil law degree LL.L. (1988)

#### PROFESSIONAL AFFILIATIONS

Quebec Bar Association, Canadian Chamber of Commerce, Canadian Society of Customs Brokers (CSCB), International Chamber of Commerce, American Chamber of Commerce in Canada (AMCHAM)

***Oryst Dydynsky*** - Mr. Dydynsky serves as a consultant to the Descartes Systems Group on Cross Border and Regulatory Affairs.

His role is to serve as a source for the trade community on the most current trade and technological solutions available to streamline the movement of freight across the border. After a thirty-year career with Canada Customs where he was part of a changing and evolving Customs process, Mr. Dydynsky brought his experience to both ViaSafe and Descartes to assist the trade community in complying with the vast array of new security initiatives that are now part of the "New Normal" in the international trade environment.

Mr. Dydynsky was a former Chief of Cargo and Release Policy at Customs and the project manager for several border initiatives to streamline the movement of imported goods to Canada and U.S. including: Pre-Arrival Review System (PARS); New import systems developed for the

Canadian Food Inspection Agency (CFIA); and Customs Self Assessment (CSA/FAST) for Carrier/Driver.

In addition he is a member of the IE Canada Advocacy Council and on the Board of Directors for the Association of International Customs and Border Agencies (AICBA).

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**Brian Hall** – Brian J Hall, CCS, LCB - National Manager, Customs Technical and Quality Assurance

Brian has spent 30 plus years in the Canada Customs and Excise sector, combined with 15 years in an Advisory / Consultation position. Brian has extensive experience in planning, co-ordinating, administering and conducting compliance verification reviews and compliance services for importer and exporters.

Brian's scope is based with emphasis on Administrative Monetary Penalty System ("AMPS"), tariff classification, customs valuation, duty relief and regulatory compliance.

Brian is a former Canada Border Services Officer where he provided advice on tariff classification, origin, value for duty, marking requirements of imported goods, and applicability of other trade administration programs.

In his current role, in Cole International's Corporate Head Office in Calgary, Alberta, Canada, responsibilities include technical and managerial obligations to both Cole Personnel and external clients for Customs compliance, risk analysis, technical support along with the management of the Amendments/Refunds and Quality Control/Technical Services Groups.

Brian has attained the Canadian Certified Customs Specialist designation (CSCB) and Qualified Professional Status (CBSA).

**Lawrence (Larry) Hanson** - In 1986, Mr. 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.

***Martha Harrison*** – Ms. Harrison is a partner in the International Trade and Investment Law, and Retail and Consumer Markets Groups in Toronto. A strategic, experienced and approachable business advisor, Martha practices international trade, regulatory and public procurement law, as well as international arbitration.

An experienced member of the trade bar, clients look to Martha for her industry expertise and deep comprehension of international trade law's intricate business implications. Martha advises clients across a broad spectrum of industries, with an emphasis on retail & consumer markets, power, mining, oil & gas, and technology sectors. She understands the full range of clients' needs in these sectors, as well as the challenges they face when entering the Canadian market, or when propelling their business onto the global stage. Her international trade and investment practice covers the full spectrum of issues, including customs law, anti-dumping and countervail issues, import/ export controls, and foreign investment. She routinely appears before regulators at all stages of trade disputes. Her trade experience allows her to advise clients in a practical and business friendly manner.

Martha's regulatory practice is focused on providing strategic and pragmatic advice regarding product regulation in Canada, including standards, packaging and labelling, importing and exporting issues, and transportation matters. Clients rely on Martha's on-the-ground understanding of what regulators expect, especially in the retail and consumer markets space. With her extensive understanding of the interplay between the law, and how regulators apply and interpret it, Martha provides forward-thinking compliance advice.

A former, adjunct professor of international arbitration at Queen's University and MBA sessional instructor at DeGroote School of Business (McMaster), Martha is a sought-after speaker and panellist on matters related to trade, consumer regulation and international arbitration. Martha was named one of Lexpert's Rising Stars: Leading Lawyers Under 40 in 2013, and is recognized as a leading Canadian international trade lawyer by a number of industry and peer-review directories, including Chambers Global, Chambers Canada, the Guide to the World's Leading International Trade Lawyers, and in the International Trade section of The Best of the Best Women in Business Law (Legal Media Group), Who's Who Legal, Best Lawyers in Canada, The Legal 500, and The Canadian Legal Lexpert Directory.

Martha received her LLM from The University of Toronto in 2005, her LLB in 2001 from the University of Windsor, and her M.A. and her B.A. from York University in 1998 and 1997 respectively. She was called to the bar in Ontario in 2002.

***Jessica Horwitz*** - Jessica is an international trade, customs and regulatory lawyer at Bennett Jones LLP in Toronto, Canada. She advises Canadian and international clients on a broad range

of trade and investment matters, including import/export compliance, customs audits, trade remedy inquiries, WTO law, bilateral and regional free trade agreements, anti-corruption compliance, controlled goods and technology, economic sanctions, product regulation and labelling, corporate social responsibility and other cross-border issues. Jessica represents clients in trade verifications by the Canada Border Services Agency, trade remedy and appeal proceedings before the Canadian International Trade Tribunal and the Federal Court of Appeal, and regulatory investigations by the RCMP, the CBSA, Global Affairs Canada and foreign law enforcement agencies. She conducts internal investigations into potential trade and investment violations and assists businesses in designing and implementing anti-corruption controls and import/export compliance programs. Before joining Bennett Jones, Jessica summered and articulated at another full-service Canadian law firm where she focused on commercial regulation and foreign investment law. She has previous experience in international policy analysis at a Washington, D.C., think-tank where she covered trade and economic issues in the Americas.

**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 licenses, 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.

**Michael Kaylor** - Mr. Kaylor is a member of the Bars of Quebec, Ontario and Alberta. Mr. Kaylor has practiced exclusively in the international trade and commodity tax fields for over forty years. He is a partner of the Montreal law firm Lapointe Rosenstein Marchand Melançon LLP. He represents clients in negotiations with the Canada Border Services Agency. He also pleads regularly before the Canadian International Trade Tribunal, the Federal Court, the Federal Court of Appeal and the Tax Court of Canada. Over the years, Mr. Kaylor has represented clients in a broad range of interesting issues involving the interpretation of customs and sales tax legislation. Mr. Kaylor has spoken at the Commodity Tax Symposium sponsored by the Canadian Institute of Chartered Accountants. He served as Chairman and speaker at several Customs Update Seminars held by the Canadian Institute. He has also been an invited speaker at meetings of the Canadian Society of Customs Brokers and the Canadian Association of Importers and Exporters. He acted as Chairman of the International Trade Committee of the Chambre de Commerce of Montreal. Mr. Kaylor is a past member of the Minister of National Revenue's Advisory Committee. Mr. Kaylor is a member of the Canadian International Trade Tribunal Advisory Committee.

**Roxane Morris** – Roxane is an International Trade professional with over 20 years' experience in the trade industry. As a US Licensed Customs Broker and Supply Chain Management

specialist, Roxane has practical experience working in multiple import and export disciplines, and industries besides automotive, for the US and Canada. She specializes in Global Security & Facilitation Programs, US Participating Government Agency and Intellectual Property Rights Compliance. Roxane has been employed at Nissan North America Inc.'s US headquarters for 10 years as part of the Global Alliance Customs & Trade Team. She is responsible for managing US Trade Operations & Facilitation, the Americas Regional Center of Excellence for Broker Administration, in addition to, Canadian Customs Compliance & Trade Facilitation for Nissan Canada, Inc. Roxane received her B.A. in Geography/International Business & World Trade from S.U.N.Y. Buffalo and her Masters of Business Administration, Management & Strategy from Western Governors University of Tennessee. She also holds several professional certifications: US Certified Customs Specialist, Canadian Customs Specialist, and Export Compliance Professional. Roxane coaches recreational boys youth soccer for her teenage son in her spare time and is a proud US military spouse.

***Cheryl Murphy*** - Cheryl has spent over 30 years in the customs, international trade and supply chain industry. Cheryl has extensive customs experience, implementing and developing compliance programs for multinational accounts, identifying risks and saving millions of dollars on international trade agreements and more recently working with importers and exporters on risk assessment, duty recovery and supply chain security.

In her current role Cheryl provides importers and exporters with customized technical advice regarding legislative and administrative issues relating to international trade and compliance. Cheryl's scope is broad based with emphasis on Customs compliance, tariff classification, duty relief, security programs and regulatory compliance.

Cheryl has attained her Certified Customs Specialist designation and is actively involved with industry customs committees including Importers and Exporters Association and the International Consulting Professionals Association (ICPA). She has written numerous articles, has various published rulings and has been successful at the Department of Finance. Cheryl has given frequent seminars in the United States and Canada on customs and trade related issues.

Cheryl prides herself in building customer relationships and developing partnerships to better understand the individual requirements of each customer to ensure the accuracy of their compliance understand their risk and develop efficient supply chain solutions.

***Darrel H. Pearson*** - Bennett Jones LLP  
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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.

***Vincent Routhier*** - Mr. Routhier has advised and represented clients with respect of tariff classification, valuation, origin, marking, penalty determinations (AMPs) and export controls. He has provided clients with technical expertise with respect of ADD methodological issues (normal value and export price, margin calculations), CVD assessments (specificity, pass-through, financial contribution of benefits), injury findings (product exclusions, market segmentation, etc), safeguards determinations and with respect of trade policy issues (non-market economy considerations and zeroing). He has also appeared before the Canadian International Trade Tribunal, the Federal Court of Canada, the U.S. Department of Commerce and the U.S. International Trade Commission.

Mr. Routhier practiced in Washington D.C. from 1995 through 2001, specializing in U.S. international trade and customs law as well as export controls provisions (ITAR, etc) and antidumping and countervailing duty proceedings. Mr. Routhier is a citizen of Canada and the United States and is admitted before the Barreau du Québec, the New York State Bar, the Bar of the U.S. Court of International Trade, the Bar of the U.S. Court of Appeals for the Federal Circuit, and the Bar of the United States Supreme Court.

***Jaime Seidner*** – 416-628-6601 – [jaime.seidner@ca.pwc.com](mailto:jaime.seidner@ca.pwc.com) - Partner, Indirect Tax, Customs and International Trade

Jaime provides consulting and support on all customs and export matters including, but not limited to the customs impact of accounting, transfer pricing and taxation. He consults extensively on Canadian non-resident importer issues, tariff classification, value for duty, origin, customs appeals, customs audits, seizures and ascertained forfeitures, voluntary disclosures/entry corrections, import admissibility, export control, controlled goods and economic sanctions concerning imports and exports, and matters concerning Excise. Prior to re-joining PwC as a Partner in 2014, Jaime was a Senior Customs Consultant in the National Commodity and Sales Tax Group at an international law firm in their Toronto Office. He was also the National Practice Leader of the Canadian Customs consulting practice of a global freight forwarder.

Before entering the private sector, Jaime worked in various government capacities including positions with Canada Customs as a senior commercial customs inspector, an import commodity specialist and a headquarters project officer on the Customs Accounting Team. Other government positions included positions as a tax enquiries officer with the excise branch concerning matters related to the Federal Goods and Services Tax (GST) and excise duties and taxes.

Jaime is an advisory board member to the Canadian Society of Customs Brokers (CSCB) Certified Trade Compliance Specialist Program and is a member of the CSCB National Trade Compliance and Recourse Committee, and a CSCB Certified Customs Specialist. He is also both a licensed US Customs Broker and a licensed Canadian Customs Broker. Jaime is fluent in both English and French and is a cum laude graduate of the University of Ottawa where he also serves as a director on the board of directors on the University of Ottawa Alumni Association. Jaime is a member of the Canadian Tax Foundation, The Institute of Internal Auditors, The International Fiscal Association and the CSCB. For more than 15 years, Jaime has been an instructor for the IE Canada / CPA Canada Customs and International Trade Course.

**Michael Sherbo** – Mr. Sherbo has been in the International Trade Industry for over 25 years. During those 25 years, he has assisted importers of all sizes with their International Trade needs. Sherbo started his career by implementing a computer system for a Customs Broker, and progressed over the years to the point of being one of the most successful International Trade consultants in Canada. He has argued over 70 appeals before the Canadian International Trade Tribunal.

**Laurie Tannous** - [www.laurietannous.com](http://www.laurietannous.com) - Ms. Tannous is a requested speaker at many trade and industry forums globally. Ms. Tannous has significant hands on experience assisting small, medium and large multinational corporations, foreign governments and industry associations with their border security, business immigration, trade and regulatory compliance matters. She presently holds several concurrent strategic positions including:

- Vice President Government & Industry Relations at Farrow - Canada's largest independently owned customs broker Farrow is a billion dollar organization handling over one million transactions each year.

- Senior Advisor/Michigan Liaison Windsor Detroit Bridge Authority

- Special Advisor on Human Trafficking University of Windsor's Cross Border Institute dedicated to research, education and public outreach related to the movement of people, goods and services across the Canada-US border.

- Senior Canadian Attorney of the Kitch Immigration Practice Law Group

Ms. Tannous worked for seven years for the Canada Border Services Agency as a Customs and Immigration Officer bringing an in-depth experience to her understanding of immigration and customs laws and regulations.

**George Tuttle III, Esq.** - Mr. Tuttle is an attorney with The Law Firm of George R. Tuttle in San Francisco. He has been in practice for over 25 years. His practice emphasis is on Customs and international trade regulation. He works with both small and large companies, as well as customs brokers and freight forwarders on import and export related matters.

Mr. Tuttle assists companies determine correct customs values, product classifications; duty preference eligibility; obtain rulings, contest adverse administrative determinations by Customs; facilitate compliance audits; develop effective compliance programs; and, resolve penalty, Liquidated Damage claims, seizure, and enforcement cases. He and the firm also litigate matters before the Court of International Trade (CIT) and the CAFC.



Mr. Tuttle is a frequent and popular speaker and educator for several local, regional, and national broker, importer, and exporter associations. He also regularly conducts webinars on trade compliance topics of the day. He can be contacted [geo@tuttlelaw.com](mailto:geo@tuttlelaw.com). Additional information on the speaker can be found at [www.tuttlelaw.com](http://www.tuttlelaw.com).

***Margaret Valtas*** - Margaret has over 20 years of experience in Customs and Trade operations, currently employed as the Canadian Customs and Trade Compliance Manager for Bridgestone Canada and their subsidiaries. She has also been responsible for Trade and Compliance at Honeywell Canada and Sears in her past places of employment. Margaret has extensive experience dealing with Canadian regulatory environments and the CBSA. She has developed compliance programs, overseen filings for import and export transactions, origin reporting, tariff classifications, Free Trade Agreement and duty minimization programs, duty drawback, broker management, and audit programs. Her strengths in drawback and duty recovery have brought in millions for the companies she has been employed with. In addition, Margaret currently serves as an occasional part time professor at Loyalist College in Belleville, Ontario, teaching customs related courses. She developed 4 of the Origin and Valuation courses for Loyalist's School of Business Global Logistics Program. Margaret holds several Canadian certifications including CCS- US, CTCS, Six Sigma Green Belt, CIFFA/Certificate in International and Freight Forwarding as well as various Health and Safety Certifications. Outside of work Margaret is often participating or active in fundraising charity runs and activities to benefit and support children's charities and women's cancer programs.