



## 2019 ANNUAL CONFERENCE – ORLANDO

March 24-27th

### SPEAKER BIOS

#### **Jamie Adams**

Jamie is Global Solutions Director at Livingston International. Livingston GTM provides global trade consulting, business process managed services and trade automation (TradeSphere) in connection with brokerage and freight services. Jamie has over 20 years of experience in Senior Management at several multi-national importer/exporters, namely: Comtech EF Data, Dell, Hewlett-Packard and Cameron Corporation. In addition to drafting regulatory policies and procedures and managing day-to-day trade operations, Jamie was heavily engaged in various trade automation projects as a leader in the business and also in IT. A Licensed Customs Broker, he also taught international business and brokerage exam prep courses at Austin Community College. Jamie has a BA in Art History from Arizona State University and an MBA in International Business from Western International University. He now lives and works in suburban Houston, Texas with his wife and two young children. He enjoys drawing, painting, and directing children's music at church. Jamie loves serving as the ICPA Music Czar and organizing the Voices of Compliance for the annual US Spring Conference.

#### **James E. Bartlett III**

James E. Bartlett III is an attorney with a specialty in export and import law. He is the author of *Bartlett's Annotated International Traffic in Arms Regulations* (the "BITAR"), author of *Bartlett's Annotated Foreign Trade Regulations* (the "BAFTR"), co-author of the textbook, *United States Export Controls* (7th ed. 2018), editor of the Society of International Affairs "Pocket ITAR", Associate Editor of the *ABA Public Contract Law Journal*, and publisher of *The Export/Import Daily Update* ("The Daily Bugle").

Mr. Bartlett practices law in Washington, DC, is a partner of the international trade compliance audit firm, Full Circle Compliance, BV, of Bruchem, Netherlands and Washington DC, and is a lecturer in trade law at the Netherlands Defense Academy, the University of Liverpool, and the LUISS University Law School, Rome. Jim was previously Assistant General Counsel of the Defense Intelligence

Agency; Senior Counsel—Export/Import Law, Northrop Grumman Corporation; Director of Global Trade Controls, Harris Corporation; Assistant Professor of Military Law, U.S. Naval Academy, and spent several years as a federal prosecutor and trial defense counsel.

Mr. Bartlett's professional qualifications include a law degree from Albany Law School, Union University (1974), and a Master of Laws (Government Procurement) from George Washington University Law Center (1987). He is also a licensed U.S. Customs broker. Jim is licensed to practice law in the courts of New York, Pennsylvania, Florida, Virginia, the District of Columbia, various U.S. district courts, the U.S. Court of International Trade, the U.S. Court of Appeals for the Federal Circuit, the U.S. Court of Appeals for the Armed Forces, and the United States Supreme Court. Jim is a member of the State Department Defense Trade Advisory Group (DTAG), the Commerce Department Regulations and Policy Technical Advisory Council (RAPTAC), the American Bar Association's International Law Export Controls and Economic Sanctions steering committee, and is a Life Fellow of the American Bar Foundation.

Jim and his wife Ellie live in Vienna, VA, and Bruchem, Netherlands. Contact Jim Bartlett at the Law Office of James E. Bartlett III, PLLC, 1300 Pennsylvania Avenue NW, Suite 700, Wash DC 20004, [JEBartlett@JEBartlett.com](mailto:JEBartlett@JEBartlett.com), or (202) 802-0646.

### **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.

### **Estela ClemenzClark:**

Not Provided by Speaker

### **Jessica Cook, Trade Compliance Manager – Americas, Anritsu Company**

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.

**Stacy Dieve:**

Not Provided by Speaker

**Cora Di Pietro Vice - President & General Manager, Livingston International Consulting**

Cora Di Pietro joined Livingston International in 1999 as Director of Ontario Consulting and was promoted in 2004 to head up the entire Eastern Region. In January 2006, Cora was, once again promoted to Vice-President and General Manager, Global Trade Consulting, specializing in all aspects of International Trade.

Prior to joining Livingston, Cora held progressively more senior positions in the Commodity Tax Group with two major accounting firms in Toronto, Ontario, and has over 24 years of experience providing advice to clients in a variety of industries and sectors including manufacturing and retail. She specializes in providing planning, interpretation of legislative and interpretative practices, along with day-to-day compliance for businesses dealing in International Trade. Her qualifications extend to all areas of commodity taxes, including valuation, tariff classification, free trade agreements, security regulations, marking rules and export controls.

With a B.A. from York University in Toronto, Cora lectures at the Forum for International Trade Training (FITT), as well as conducts seminars on NAFTA and other free trade agreements at the International Small Business Development Center for the Greater Texas area. Cora has written numerous articles and papers for a number of technical publications. She sits on the Board of Directors of the American Association of Exporters and Importers, and is a member of Importer/Exporter Canada National Customs Brokers and Forwarders Association of America, Inc., Council of Supply Chain Management Professionals, Automotive Industry Action Group, National Association of Foreign-Trade Zones and the International Compliance Professionals Association. In addition to being a frequent speaker at those associations, Cora is frequently asked to speak at other venues, including International Trade Canada, Autolog, the North American Chemical Producers Association, the Transportation of Dangerous Goods Congress, the U.S. Embassy, the Border Trade Alliance and the Virginia Conference on World Trade.

## **Benjamin L. England**

Mr. England is the CEO and Founder of Benjamin L. England & Associates, LLC and FDAImports.com, LLC . He routinely represents domestic and foreign companies of all sizes, assisting them in identifying FDA, USDA, FTC, EPA, and state requirements. His representation enables his clients to better understand and fully comply with federal and state requirements, and thereby reduce the risk of regulatory interference with products being imported, exported, or distributed in interstate commerce.

A 17-year veteran of FDA, Mr. England served as the Regulatory Counsel to the Associate Commissioner for Regulatory Affairs. Before this, he served in scientific, inspectional, compliance and criminal and civil enforcement capacities as an FDA Consumer Safety Officer, Compliance Officer, a Senior Special Agent with FDA's Office of Criminal Investigations (OCI) and an analytical regulatory microbiologist

## **Tom Gould**

TOM GOULD is Senior Director, Customs and International Trade, for Sandler, Travis & Rosenberg, P.A. He is based in Los Angeles, where he has been involved with the international trade community since 1989, and is affiliated with ST&R's San Francisco office.

Mr. Gould joined ST&R after running his own customs consulting business in the L.A. area for more than a decade. A licensed customs broker and certified customs specialist, he regularly advises clients on customs and international trade compliance matters, classification, origin determination, qualification for free trade agreements and special duty reduction programs, product safety and supply chain security. He works with retailers, importers and exporters of textiles, wearing apparel, footwear and consumer electronics, among others.

Mr. Gould is a member of U.S. Customs and Border Protection's Trade Support Network and chairs its integrated communications subcommittee. He also serves as the President of the Foreign Trade Association and is a member of the Los Angeles Customs Brokers & Freight Forwarders Association and the International Compliance Professionals Association.

Mr. Gould is a sought-after speaker on international trade matters and is an instructor at California State University at Long Beach's Center for International Trade and Transportation for the global logistics specialist professional designation. He is the author of "Apparel Classification," a comprehensive guide that serves as a valuable resource for importers, designers, production managers, customs brokers and compliance managers

## **Judy Haggin**

Judy Haggin is the Senior Director of Customs and Trade Services and directs the efforts of a team of consultants nationwide in offering premier consulting services for CEVA Compliance Source's clients.

Prior to joining CEVA, Judy was President of J.L. Haggin & Associates Co., an international trade consulting firm, located in Portland, Oregon. Before establishing this firm in 2005, Ms. Haggin served as Vice President of International Trade Processes for Sandler & Travis Trade Advisory Services.

Prior to joining STTAS in 2000, Ms. Haggin served as Vice President of Customs Operations and Compliance Services for Circle International. While there, Ms. Haggin was the executive in charge of strategic direction, business development, operations management, and customer service programs for the customs brokerage product and professional services in North America. Prior to joining Circle, Judy was the Managing Partner of Geo. S. Bush & Co., Inc., a regional broker/forwarder firm in Portland.

With over 40 years of experience in the international trade industry, Ms. Haggin has extensive expertise in global trade consultation. Judy serves as an instructor on a variety of topics including import government compliance, processing international orders, duty management programs and trade agreements. For the past 20 years, she has taught the Customs Broker Exam Preparation Course, a six month course of study of the HTS and Customs regulations. She is an active member of the trade community, recently serving as President of the Columbia River Brokers & Forwarders Association and Director of the Pacific Coast Council.

## **Shane Hill**

Shane Hill is a Licensed Customs Broker with 17 years' of experience in the Trade and Customs industry. He is currently leading trade compliance at PepsiCo, Inc. focusing on such brands as Quaker, Tropicana, Naked Juice and Gatorade. Apart from the conventional operations and process controls, Shane provides customs compliance and supply chain expertise for global innovation projects as well as the introduction of new and improved products around the world. Shane also has experience with import security C-TPAT, export compliance, FDA and regulatory controls.

## **Sandra Horan - Manager, Trade Compliance - Fluor Corporation**

Sandra is an experienced trade compliance professional who has more than 30 years' experience in import/export, and logistics. Most recently she has taken on the role of Trade Compliance Manager with Fluor Corporation. Prior to joining Fluor, Sandra worked at a Customs Broker / Freight Forwarding company in

Charleston SC. Sandra began her career on the US/Canadian border clearing trucks and trains through US Customs. She was a member of the US/Canada FTA Customs & Trade Committee, which was designed to assist with the implementation of the agreement practices along the Canadian border. She has worked in all aspects of trade compliance from handling the day to day operations, implementing global trade management processes and automation, conducting audits and training of import/export programs, and supporting global regulatory policy changes.

She has vast knowledge when it comes to understanding Customs regulations, ACE, the Harmonized Tariff, and other government agency rules and regulations. Sandra is a Licensed Customs Broker and is a Certified Customs Specialist. She has been a member of ICPA since 2015.

**Brian E. London - Vice President Drawback, Charter Brokerage**  
**blondon@charterbrokerage.net**

Mr. London is a nationally recognized Licensed Customs House Broker and Duty Drawback Expert. After an IT career including work with national telecom, global media companies and 20+ years within the US Customs Industry Mr. London is Vice President of Drawback at Charter Brokerage NY.

Mr. London serves on the NCBFAA (1), AAEL (2) and TSN (3) Drawback committees. He developed the first NAFTA drawback process with CBP technical staff and has worked with Fortune 10-500 companies regarding Importer Self Assessments (ISA) and Duty Drawback Services, helping them recover millions in duty refunds while maintaining compliance to US Customs law and regulations.

Mr. London has been a speaker/panelist at various trade organization conferences. Notably ICPA, AAEL, NCBA, OWIT, CSCMP, The Virginia World Trade Organization, Mississippi Council on Trade and NEXCO.

**Peggy Morris – Senior Manager, Trade Compliance – Fluor Corporation**

Peggy Morris is an experienced trade compliance professional who has 37 years' experience in import/export customs business, and international logistics. Peggy has been with Fluor for 16 years, most recently she has taken on the role of Senior Trade Compliance Manager with Fluor Corporation. Peggy has worked in all aspects of international logistics and customs business worldwide, including holding the position as a Corporate Licensed Officer. She has worked in all aspects of trade compliance from handling the day to day operations,

implementing global trade management processes and automation, conducting audits and building of import/export programs, providing import/export training, and supporting global regulatory policy changes. Peggy was the NCBFAA liaison representing North Carolina in Washington, DC.

Peggy has extensive knowledge in understanding Customs regulations and other government agency rules and regulations. She is a Licensed Customs Broker and is a Certified Customs Specialist. Peggy has been a member of ICPA since 2013.

### **George Tuttle, III, Esq. -**

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).

### **Mikah Wisner**

Mikah started his brokerage career as a border entry writer 2nd shift under the Detroit Ambassador Bridge in Michigan. He has worked as the head of Import Compliance departments for Meijer and Dillard's within the retail industry. Additionally, he worked as the head of Global Trade Compliance for global manufacturer HARMAN. He received his Customs broker's license in 2004. He has a Master's degree in Supply Chain Management and is a participant in the NCBFAA CCS program. Currently he is the Director of Customs Services at DB Schenker.

### **Matthew Bock – Bio**

Matthew is a Partner in the Boston and New York City offices of the law firm of Middleton & Shrull, LLC, where his practice is dedicated exclusively to customs and international trade law and import, export controls, and economic sanctions regulatory compliance.

Matthew's experience includes developing and implementing import and export compliance reviews, audits, testing and programs; conducting import and export classification exercises; determining eligibility for free trade and other preferential tariff agreements; reviewing and recommending import and export valuation methodologies; assisting clients in structuring import and export transactions; completing import and export regulatory compliance due diligence in the context of mergers and acquisitions and other corporate transactions; making export jurisdiction, classification and license determinations and providing guidance on export license applications and management; and advocating and filing voluntary prior disclosures, protests, petitions, and other administrative relief actions on behalf of clients with the federal agencies that regulate international trade.

Matthew was previously associated with another customs and international trade law firm, as well as Ernst and Young's Global Trade practice.

Matthew earned his juris doctorate degree from Loyola Law School, Los Angeles and a Master of Laws degree (LL.M.) in International Economic Law from the University of London – School of Oriental and African Studies (SOAS).

Matthew is a licensed customs broker and is admitted to practice law in Massachusetts, New York, and the U.S. Court of International Trade.

### **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.

### **Dan Chapman**

Dan is the Director of Export Compliance for Phillips 66. He leads and manages the export compliance program for Phillips 66 operations globally. Dan work in Houston, Texas.

Dan became a member of the Phillips 66 team I 2009. Prior to that Dan worked for General Motors, where he served as an Export Compliance Manger for 4 years, and for Motorola, where he was responsible for implementing and managing the export compliance programs for a number of business units.

### **Brian Cope**

Brian is currently Director, International Trade for International Paper Company (IP). Brian leads the International Trade team to deliver on its primary mission of ensuring Enterprise-wide compliance with all Customs laws and regulations of the countries in which IP does business.

Prior to IP, Brian worked for over eight years for U.S. Customs and Border Protection (CBP), Regulatory Audit Division, Fort Mitchell, Kentucky Field Office. During his time with Reg. Audit, Brian led compliance assessments and focused assessments of importers primarily in the automotive, production equipment, and textile industries. In addition, Brian served as chief member of the Importer Self-Assessment (ISA) program development team. Primary focus of ISA program engagements that Brian led was in the aviation, consumer electronics, pharmaceutical, production equipment, semiconductor, and textile industries. In addition, Brian was also an Internal Control Manager with Coca-Cola Enterprises in Cincinnati, Ohio. In his capacity as Internal Control Manager, Brian led internal control and Sarbanes-Oxley audits across 23 production and sales centers in Ohio, Kentucky, and Indiana.

Brian is a Certified Fraud Examiner (CFE) and has been a member of ICPA for 6 years, serving on the ICPA Board of Directors board for the past 3 years, and is currently chairman of the board.

### **Larry Freidman – Bio**

***None provided***

### **David Glynn**

David is an attorney with the law firm of Holland & Hart, LLP in Denver, Colorado. He practices in the areas of Import/Customs Law, International Trade, 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.

### **Marian Ladner – Bio**

Marian is managing partner of the firm of Ladner & Associates PC in the firm's Houston office and leader of its International Trade Practice. She primarily centers her practice on Regulatory Compliance with import and export requirements. She assists clients in navigating the myriad of complex regulatory import compliance requirements, while maximizing transfer pricing strategies, increasing client profits, use of Foreign Trade Zones (FTZs), streamlining strategic sourcing and supply-chain operations, with an emphasis on minimizing duties. Ms. Ladner has provided client training and spoken publically, both domestically and internationally, on all manner of supply chain and global trade compliance issues. She also advises clients on the development/implementation of internal compliance programs addressing export controls, "deemed" exports, economic sanctions, Anti-boycott issues, the Chemical Weapons Convention, Anti-corruption ("FCPA") and has provided training on same.

Ms. Ladner assists clients in dealing with voluntary self-disclosures, penalties, protests, ISA applications and verifications as well as proactive requests for training, binding rulings, internal advice requests, identifying assists, transfer pricing strategies etc. Marian spent four years participating on Congress' prestigious advisory committee on the commercial operations of the Department of Homeland Security and Department of the Treasury, known as COAC.

Before practicing law in Houston, Marian earned a B.A. with honors from Tufts University in 1981, a J.D. from the University of Miami, School of Law in 1985, and an LL.M. from the American University Washington School of Law in 1986 and worked for U.S. Customs. She is licensed to practice in Florida, Texas and the District of Columbia. Marian can be reached via [mladner@ladnerTradeLaw.com](mailto:mladner@ladnerTradeLaw.com).

### **Nikki Lee – Bio**

Nikki is a global trade compliance professional specializing in classification, reconciliation and broker management. Presently, she is a senior specialist at Donaldson Company, Inc. where she focuses on the regulatory side of trade compliance, more specifically import. Prior to Donaldson, Nikki worked as a trade consultant at one of the "Big 4" accounting firms, assisting clients with classification and import operations, and for Target Corporation where she gained expertise in apparel classification and audit. Nikki holds two degrees; a Bachelor of Science in Retail Management from the University of Wisconsin-

Stout and a Master of Art in International Business from St. Mary's University of Minnesota.

### **Bruce Leeds – Bio**

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 – Bio** **None provided**

### **Michelle Schultz – Bio**

Currently a senior advisor to the US Secretary of Commerce and the US Trade Representative on the Industry Trade Advisory Committee for Aerospace, Michelle is an established leader in international trade law and policy. She routinely counsels global corporations in sectors such as aerospace, space technology, oil and gas, food and beverages, and automotive. She routinely represents global manufacturers, distributors, retailers, franchisees, and defense contractors in international trade matters. Michelle focuses her practice on the Export Administration Regulations (EAR), International Traffic in Arms Regulations (ITAR), US Customs Regulations, Foreign Corrupt Practices Act (FCPA), and all sanctions regulations administered by the US Department of Treasury Office of Foreign Assets Control (OFAC). She advocates for exporters and importers in federal investigations, fines and penalties, audits, disclosures, export licensing, encryption reporting, Section 301 and 232 tariff exclusions, preferential duty savings programs, and other trade compliance and enforcement matters. Under the US Secretary of Commerce, Michelle served six years as an appointed senior advisor on the President's Export Council Subcommittee for Export Administration (PECSEA), where she chaired the Data Transmission and Security Subcommittee. She maintains a secret level security clearance. Michelle speaks German and French.

### **Maher Shomali – Bio**

Maher Shomali is a partner 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.

### **Andrew Siciliano – Bio**

Andrew is a KPMG Partner and leads the firm's U.S. Trade and Customs Practice and is also the Partner-in-Charge of the firm's Long Island Tax Practice. Andrew is based in New York and holds both 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 to examining global supply chain structures for cost effectiveness. Andrew often speaks at various trade conferences and has authored a number of publications.

### **Olga Torres – Bio (pix below)**

Olga Torres is the Founder and Managing Member of Torres Law, an International Trade Law Firm. Ms. Torres handles notable international trade matters for numerous companies worldwide and specializes in the areas of U.S. customs, exports, economic sanctions, anti-corruption compliance, and industrial security matters.

In the area of customs, Ms. Torres advises clients on import compliance matters, including customs rulings, classification, country of origin, special duty programs such as NAFTA, focused assessments, C-TPAT, and seizures of goods by U.S. Customs and Border Protection. She also assists with antidumping/countervailing duty matters before the Import Administration of the U.S. Department of Commerce.

In the area of U.S. export control, Ms. Torres counsels clients on compliance with the International Traffic in Arms Regulations (ITAR), the U.S. Export

Administration Regulations (EAR), and the various embargo and sanctions programs administered by the Office of Foreign Asset Controls (OFAC). She regularly represents clients before the U.S. Department of State Directorate of Defense Trade Controls (DDTC), U.S. Department of Commerce Bureau of Industry and Security (BIS), and the U.S. Department of the Treasury.

Due to her experience and qualifications, Ms. Torres has been selected for recognition in the 2017 and 2018 editions of Who's Who Legal: Trade & Customs – a guide to the world's leading trade and customs lawyers, economists and anti-dumping consultants. Chambers and Partners USA also listed Ms. Torres as a Recognized Practitioner in the areas of International Trade: Export Controls & Economic Sanctions law in 2017 and 2018. She has been rated for four consecutive years as a Super Lawyer Rising Star for Thompson Reuter's "Super Lawyers" publication, a distinction given to less than 2.5 percent of attorneys. Ms. Torres was recently awarded the Global Attorney of the Year by the Dallas Global Chamber.

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.

## **2019 Orlando Repeat Speakers – Bios only**

### **Mark Boileau - Bio**

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 16 years and has had responsibilities for

compliance under the EAR, ITAR, OFAC and FTR. 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 seventh 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.

### **Sara Bowersox – Bio**

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 over 20 years footwear import experience. 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 5 years (previously Dr. Martens & Nike). 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. If you ask – there is always room for ice cream (always!).

### **Thomas Cook – Bio**

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

### **Larry Hanson – Bio**

**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.

### **Valerie Jacobs – Bio**

Manager, Import Customs Compliance, Family Dollar Stores

Valerie is a licensed Customs Broker located in Charlotte, NC overseeing the customs compliance program for Family Dollar Stores. She has been in the industry for 16 years with experience in both US Import and Customs House Brokerage. Valerie has a strong background in process changes and implementation which has been used to help Family Dollar Stores gain ISA approval and assist with multiple integration enhancements since Dollar Tree Stores merger with Family Dollar Stores in 2016. This has included speaking on ISA integration strategies to strengthen business processes at SC International Trade Conference, and several Broker associations. She has a love of leadership development and has worked with various individuals both internally and externally to increase their skill set and management potential. Valerie studied at Clemson University in Clemson, SC and graduated with a Bachelor of Science degree in Management (Transportation and Logistics emphasis).

### **Jackie Lehanh – Bio**

Ms. LeHanh is the Head of International Trade Compliance at GCP Applied Technologies. She has over 20 years of experiences in international trade compliance with great knowledge and experiences with U.S Customs laws and regulations, export controls, WCO, WTO, and international trade disputes. She is also a licensed US Customs Broker. Ms. LeHanh received her undergraduate degree in International

Economics from Bentley University, MBA from the University of Maryland, and Master of Law (LL.M) in International Business Law at Boston University School of Law.

### **Linda Lexo – Bio**

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

### **Amy Magnus – Bio**

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.

### **Jeff McCauley – Bio**

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 – Bio**

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 Murphy – Bio**

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.

### **Darrell Pearson – Bio**

Senior Partner, 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.

### **Eric Rock – Bio**

Eric R. Rock concentrates his practice on customs and international trade matters. He has over 30 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. His firm is dedicated to delivering cost effective trade compliance services and legal defense.

### **Raymond Sullivan – Bio**

Raymond F. Sullivan Jr., is a solo practitioner with more than 40 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 counseled and represented clients facing possible Section 232 and Section 301 special duty assessments.

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.

### **Domenic Venezino – Bio**

Domenic J. Veneziano is an Independent FDA Regulatory and Strategic Consultant with the Leading international trade and regulatory law firm Sandler, Travis & Rosenberg, P.A.

A 24 year veteran of the U.S. Food and Drug Administration (FDA) and U.S. Public Health Service (USPHS), Domenic served as a senior FDA leader with prominent roles in the oversight of FDA's National import operations program, including the development and implementation of FDA's Import IT Systems. He was the lead in developing the import provisions of the Food Safety Modernization Act (FSMA). He has testified in federal court and before Congress, has represented the FDA on all committees related to Import operations from media inquiries to White House level task forces.

Domenic began his FDA career as a field investigator in the New England District office where he conducted domestic and foreign inspections and investigations.

In 2003, Domenic transferred to FDA Headquarters to establish, staff and Direct FDA's first 24/7/365 operational center in response to the Bioterrorism Act of 2002. In 2005, Domenic became the Director of the Division of Import Operations and Policy where he enforced the import laws, developed and implemented field operational policy and procedures across the country covering over 320 port of entries, and advised FDA senior Executives on all issues related to import operations.

As a consultant for ST&R, Domenic will work closely with ST&R's FDA Practice Group to provide advice to producers, importers, exporters and distributors of FDA-regulated commodities; to evaluate medical device and food facilities to determine compliance with good manufacturing practice regulations and the FSMA; and to assist ST&R clients in correcting any deviations found during FDA inspections or third-party audits.

### **Robert Yoder- Bio**

Robert is the Foreign Trade Zone Senior Manager at adidas. adidas is a German shoe, clothing and apparel company that also owns Reebok. adidas is the second largest sportswear company in the world. adidas believes that through sport, we have the power to change lives.

Robert has over 12 years of experience in Foreign Trade Zone operations. He is a Licensed Customs Broker and a Certified Customs Specialist. In the last 12 years Robert has been involved with both distribution and production/manufacturing FTZs for many major multinational corporations including GE, John Deere, Husquvarna, Philips Electronics, VF Corporation and adidas.

Robert has a BS in Business Administration and a Master's Degree in International Business, both from the University of Florida. He now lives and works in Spartanburg,

SC with his wife and three kids. He enjoys spending time with his family as well as serving others through coaching individuals and families in personal finance.

### **Export Bio's – Orlando 2019**

**Constance Birden**, serves as the Trade Compliance Analyst at Implus LLC in Durham, North Carolina. She oversees the export operations and compliance program at Implus. Constance has more than 10 years of experience as a regulatory compliance professional. She started her compliance career at the University of North Carolina at Chapel Hill serving as the Biological Safety Specialist. Constance then transitioning into the role of Export Compliance Specialist for the university. As Export Compliance Specialist, Constance was responsible for overseeing all import and export activities in support of the university's sponsored research program. Her responsibilities included providing awareness training in the areas of export control and international travel, classifying commodities for export and completing export license applications. Constance is a graduate of North Carolina Central University. She is also a NCBFAA Certified Export Specialist.

**DOUGLAS N. JACOBSON**, is the founding partner of the Washington, DC-based international trade law firm of [Jacobson Burton Kelley PLLC](#). Doug has more than 25 years of experience representing a wide range of U.S. and non-U.S. companies on export control and international trade issues and serves as principal outside international trade counsel to a number of U.S. and non U.S.-based multinational financial institutions and companies in the electronic, manufacturing, chemical, defense, medical, oil and gas, aerospace and software sectors.

With respect to export matters, Doug counsels clients on compliance with U.S. and multilateral regimes governing the export of dual-use items, software, technology, defense articles and humanitarian products. He assists companies in understanding and navigating the complex rules set forth in the U.S. Export Administration Regulations, the International Traffic in Arms Regulations and the various sanctions regulations administered by the Treasury Department's Office of Foreign Assets Control (OFAC).

Doug also represents companies in enforcement proceedings conducted by the Commerce Department's Bureau of Industry and Security and Office of Antiboycott Compliance, the State Department's Directorate of Defense Trade Controls and OFAC.

Doug served as the BIS and OFAC approved independent auditor in one of the largest criminal and civil export controls and sanctions enforcement cases brought by those agencies.

Doug is a frequent speaker on export controls and sanctions matters and is the author of a number of articles on international trade compliance topics. He the editor and publisher of [International Trade Law News](#), a Web-based compilation of news and information on

export controls, sanctions and other international trade issues. Doug is active in a number of international trade organizations and serves as general counsel to the National Council on International Trade Development and is a member of the Board of Governors of the American Association of Exporters and Importers. He has been a visiting professor on U.S. export controls and sanctions at the University of Turin (Italy) and University of Münster (Germany).

**Stacey Krause**, is an Import and Export Compliance Manager who fell into global trade by accident more than 18 years ago. Stacey is a Licensed Customs Broker and has a Bachelor's Degree in International Studies from the University of South Florida. She has experience working in large corporations in a variety of compliance roles, including classification, reconciliation, technology controls and broker management.

**Ajay Kuntamukkala**, is a partner in the International Trade and Investment group at Hogan Lovells and is based in Washington D.C.. He helps companies navigate complex national security laws that affect their international business activities. Whether it is advising on ever-evolving sanctions or export control developments, nuclear trade, Unmanned Aerial Vehicles (UAVs), encryption, or the intersection of cybersecurity and export controlled data, clients look to Ajay to anticipate and resolve cutting-edge challenges.

With over eighteen years of private sector and government experience, Ajay combines legal analysis and policy advocacy to advise clients on a range of export controls, economic sanctions, and anti-boycott matters. Ajay's practice ranges from counseling clients on complying with the relevant export control and sanctions laws and regulations, designing and implementing compliance programs, obtaining government licenses and authorizations, and assisting clients with government investigations and enforcement proceedings related to trade and sanctions matters. In this regard, he represents clients before the State Department, Treasury Department, Defense Department, Commerce Department, Energy Department, Nuclear Regulatory Commission, and other agencies.

Ajay rejoined the firm after serving as Senior Advisor to the Undersecretary of Commerce for Industry and Security from 2003 to 2005.

**Pete Mento – Not provided. Linda Lexo said not to worry, we have it from the past.**

**Christopher Monahan**, 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.

**CATHERINE J. PETERSEN, LCB, CCS**, is International Consultant and Principal of C J Petersen & Associates, LLC since 1992 in St. Paul, MN. She consults and instructs in the areas of Incoterms® rules, export and import documentation, free trade agreements, Harmonized Tariff Schedule of the U.S. classification, managing forwarders, brokers and carriers, and letters of credit. She has conducted export and import process reviews

as well as audits at firms large and small. She has conducted qualitative and quantitative research for State and Federal agencies related to international freight flows, origin and destination of products, and mode of shipment. She has been active in the international arena since 1980, which led to her appointment on the Minnesota District Export Council and the U.S. Department of Commerce's International Trade Advisory Committee Number 14. She holds both graduate and under-graduate degrees from Mankato State University in regional planning. Ms. Petersen has been a freight forwarder and an ocean carrier representative; she has served as an educator for colleges and universities here and abroad.

Instructor on international trade, documentation and regulations at national and international locations as well as co-author of international trade texts including "Exporting: Regulations, Documentation, Procedures," "Managing Forwarders, Brokers & Carriers in Your International Supply," "U.S. Domestic Terms of Sale and Incoterms® 2010," and "Letters of Credit in International Trade: A User's Guide". She has authored many published articles.

**Sean Ryan**, is an experienced Senior Manager in Deloitte's U.S. Global Trade Advisory practice, with over fifteen years' experience supporting clients on global trade matters, specializing in US (EAR, ITAR, OFAC), EU, and global export controls and sanctions.

Sean has extensive experience leading global teams and managing time-critical client projects effectively. Specific experience includes numerous global trade assessments and audits for multinational companies to identify global trade operational and compliance framework risk and drive Global Trade management transformation; development and implementation of integrated leading practice global trade programs and DDTC consent agreement remediation focused on internal controls, organizational structures, and automated systems US, EU, and Asia; multijurisdictional global trade services outsourcing project management through Deloitte's Global Delivery Centers; design and implementation of global trade shared service centers in low cost jurisdictions; analyzing and managing global trade compliance requirements as part of M&A, Post-Merger Integration, Divestiture, and Value Chain Alignment activities; global trade business process optimization utilization robotics process automation, artificial intelligence, and other technology solutions; selecting, designing, and implementing trade automation software (including SAP GTS, Oracle GTM, etc.); and leading financial, economic and trade sanctions due diligence, screening, and internal control development. Sean works with clients in numerous industries, in particular technology (e.g. hardware/software), energy (e.g. oil and gas), and pharma/life sciences.

Sean earned an M.A. (Honors) in Economics from Edinburgh University, Scotland, and is a Certified US Export Compliance Officer (CUSECO). Previously at Ernst & Young, Sean launched and managed an industry association providing a knowledge platform and global trade network for 300+ global members, and graduated Ernst and Young's Advanced Leadership Program in 2009 after undertaking three years of accelerated

development. Sean regularly participates and presents at global trade industry groups and is active in the Council of Foreign Relations around policy and international affairs impacting trade and sanctions.

**Troy Shaffer**, utilizes 29 years of federal law enforcement experience to assist domestic and foreign corporations with U.S. export regulations, export compliance programs, audits, voluntary disclosures and corporate training programs. Previously, Troy served as a Senior Special Agent for the Department of Commerce Bureau of Industry & Security enforcing U.S. export laws. In 2015, he was named the Department's Special Agent of the Year for his role in the landmark conviction of Schlumberger that resulted in the largest criminal fine to date in an International Emergency Economic Powers Act Investigation. He also investigated contract fraud with the U.S. Defense Department and import/export violations with the U.S. Customs Service (now known as Department of Homeland Security) during his career. Working with domestic and foreign corporations, Troy advises clients on international regulations governing export of dual-use commodities, defense articles, software and technology, including the International Traffic in Arms Regulations (ITAR), the U.S. Export Administration Regulations (EAR), the U.S. Foreign Trade Regulations, and the various embargo and sanctions programs. Troy is a frequent speaker at conferences and utilizes his vast experience and skill in trend analysis to forecast areas of concern for corporate clients. He is often invited to train client employees in-house on various aspects of the international trade market. Troy maintains a Top Secret-SCI Security Clearance.

**Shelley Vybiral**, has worked in the export/import compliance field for over 20 years. She's passionate about sharing knowledge and learning from fellow industry professionals. Shelley has created complete export compliance programs at previous companies. Currently she is part of GE's International Trade Compliance department, and is responsible for all aspects of global export compliance for GE Transportation. She is a licensed customs broker and has a Master's Degree in International Business. Shelley lives in Erie, PA and is a member of the ICPA Cleveland regional group.

**Joe Valentine**, is a licensed attorney in Washington D.C. and his practice focuses on international trade and customs compliance. He has over 20 years of experience in international trade including work with the United States International Trade Commission in D.C., a multi-national firm in N.C. and as Joint Commissioner of Customs in India. He has an LL.M. (International Business & Economic Law) with Certificate in WTO Law from Georgetown University Law Center, a J.D. from North Carolina Central University School of Law and an M.B.A. from Duke University.

**Omari S. Wooden**

Assistant Division Chief, Economic Outreach and Trade Regulations

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Mr. Omari Wooden joined the U. S. Census Bureau, Foreign Trade Division (renamed International Trade Management Division) in 1997 and is currently the Assistant Division Chief for Economic Outreach and Trade Regulations. Mr. Wooden's primary responsibility is to oversee the outreach and marketing related to the economic statistics, Foreign Trade Regulations (FTR), and the Automated Export System (AES). In addition, he is responsible for the maintenance of the Foreign Trade Regulations, which includes revisions, interpretation, and coordination with other agencies. Mr. Wooden provides and coordinates training to the trade community on a wide range of topics, from interpreting the FTR to utilizing the trade data.

Mr. Wooden has been recognized numerous times for his outstanding work with the export trade community. He has received special recognition for his efforts in marketing, customer service and training. Mr. Wooden received a team Silver Medal Award for Leadership from the Department of Commerce for his work on the revision and implementation of the FTR. Most recently, in 2016, he received a team Gold Medal Award for Leadership for his work on the AESDirect transition to ACE.

## **General Session Bios**

**Jeroen Bulters** is a software engineering professional with an 19 year track-record in both the executive (development) and managerial side of software construction. After spending 16 years in the trenches of software development, having completed projects ranging from embedded software implementations to a number of web based fintech-applications he decided to pursue a career on the consulting side of software. After two years at Deloitte Risk Advisory, advising a number of high-profile and publicly traded clients, he joined Nerd as a Service as one of the three founding partners. Nerd as a Service currently consists of 5 principals supported by a network of (free-lance) associates.

On a daily basis Jeroen advises his clients on various aspects of the software engineering world ranging from hands-on technological leadership, to supporting C-level executives in establishing and execution on software innovation strategies. The past few years a lot of these efforts included machine learning, data analytics and blockchain technology. Currently Nerd as a Service delivers her advisory services to organizations as KLM, Deloitte, Hillbrook Expatriate Tax Solutions, CATTs, BDO Technology Advisory and a number of wealth-management organizations.

Jeroen completed a Bachelor's degree in Computer Science specializing in Distributed Systems and large-scale data processing. When Jeroen is not "being a nerd", he

spends his time with his wife and kids in the small town of Obdam (Netherlands). His remaining, sparsely available, "free time" is filled with fitness, reading and obstacle running.

**Peter J.M. Bulters** 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 2 years' time the company has grown from two persons to 70 (internal) and 35 (external), who are located in 47 countries, main offices in the Netherlands, Hungary, Poland, India, UK and Mexico. 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.

**Homero Farias** is Director of Solutions Consulting at Integration Point, the industry leader in Global Trade Management solutions. Mr. Farias has over 10 years of experience implementing compliance software in various industries including the automotive, electronics, pharmaceuticals, apparel/footwear, and retail verticals. Mr. Farias also managed the team responsible for building Integration Point's IMMEX/Maquiladora solution. In his current role as Director of Solutions Consulting, Mr. Farias manages a global team responsible for working with customers to develop the correct solution fit based on customer's technical, business, and compliance requirements.

### **Lenny Feldman**

For over 25 years as an import, export and transport attorney, Lenny has innovatively guided companies before most of the regulatory agencies touching international trade. Lenny started his career with U.S. Customs & Border Protection (CBP) in Washington, D.C., issuing hundreds of national directives and rulings and training customs officials throughout the U.S. and the world. Next, Lenny served as the Chief Compliance Officer for a trade and logistics software company. He now serves as a Senior Member of Sandler, Travis & Rosenberg with 9 offices globally. Over the years, Lenny has been recognized for his public and private sector work by the Vice President of the United States; Secretaries of Commerce, Treasury

and Homeland Security; World Customs Organization; Florida Customs Brokers & Freight Forwarders Association and World Trade Center Miami. He serves as the Co-Chair of CBP's 15<sup>th</sup> Commercial Customs Operations Advisory Committee (COAC) providing strategic guidance to top executives in the federal government. He lives in Miami, FL with his beautiful wife and three energetic boys. **Phone: 305-894-1011. Email: [lfeldman@strtrade.com](mailto:lfeldman@strtrade.com).**

**John Grayston** is the 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. John is ICPA's Honorary EU Legal Counsel and is a past member of the organizing committee for the ICPA EU Conferences.

**Jennifer Horvath** - Senior Associate Attorney *Dallas: [Jennifer@BraumillerLaw.com](mailto:Jennifer@BraumillerLaw.com)*

Jennifer Horvath advises companies about issues related to import, export and international trade laws, leveraging her extensive corporate regulatory compliance background to provide exceptional analysis of regulatory compliance issues. She has extensive experience in dealing with U.S. Customs and Border Protection, the Department of Commerce and the Department of State. Jennifer assists companies with a range of international trade issues, including advising Fortune-ranked companies on complex Customs and export issues. Her practice before U.S. Customs and Border Protection includes strategizing voluntary disclosures (prior disclosure), protest filings, application of free trade agreements (NAFTA, U.S. Korea, etc.) and obtaining release of seized merchandise, as well as extensive experience in representing companies with tariff classifications across a range of industries. She has assisted companies in preparing for and representing them for Customs audits and Focused Assessments. Jennifer guides clients in antidumping/countervailing duties issues, and obtaining scope determinations from the Department of Commerce. Jennifer has strong experience in Customs valuation issues, including valuation analysis unique to maquila transactions. Jennifer focuses on advising companies how to strengthen their import compliance programs in a practical and effective manner. Her practice in export control issues has included helping companies navigate export control regulations, which include interpreting the U.S. Export Administration Regulations (EAR), the International Traffic in Arms Regulations (ITAR), the Federal Trade Regulations (FTR), and the Anti-Boycott regulations. She has assisted companies in building a comprehensive export compliance management program to deal with export control issues and to limit companies' exposure to liability. Jennifer has partnered with companies in preparing voluntary disclosures to a variety of agencies including the Directorate of Defense Trade Controls (DDTC), Bureau of Industry and Security (BIS), U.S. Census Bureau and U.S. Antiboycott Office. Jennifer has conducted internal audits, prepared trainings related to export compliance, and aided companies in the classification of exports, analyzing

deemed export issues related to foreign national employees, DDTC company registration, and obtaining licenses for exports.

Prior to her work with Braumiller Law Group, Jennifer focused on assisting with high-volume corporate immigration for leading national firms. Her practice involved detailed compliance planning to help organizations adhere to the complex regulatory framework of immigration laws and regulations. During her career, Jennifer has helped many clients reach their international trade goals and is known for consistent, efficient analyses of compliance issues that resulted in quick and proactive actions for companies. Jennifer held the 2017 Publications Leadership position for the American Bar Association (ABA) Customs Law Committee, and has contributed articles for the Committee's 2013 and 2016 Year in Review publications as well as the Committee's Handbook "U.S. Customs: A Practitioner's Guide to Principles, Processes and Procedures". Jennifer is also on the Advisory Board of the Southwestern Institute for International and Comparative Law. She is a member of the Brazil-Texas Chamber of Commerce.

Jennifer has been a featured speaker for numerous events at the national and state level.

**Michael Laden** - Mr. Laden has more than 40 years of experience in the international trade industry. He is the Founder and CEO of [Trade Innovations, Inc.](#), a specialty advisory service providing the trade with time-tested practical solutions to increase compliance, security and supply chain velocity; while reducing expense. Prior to launching Trade Innovations, Inc. in 2005, Mr. Laden was the Director of Global Trade Services at Target Corporation based in Minneapolis, MN. Mr. Laden had direct responsibility for the importation of more than \$14 billion (first cost) of imported merchandise from 84 countries. He and his team established and oversaw common compliance and import policies for all operating companies of Target Corporation. Prior to his role at Target, Mr. Laden was employed by The Pillsbury Co. and Fingerhut Corporation working in the global trade operations departments of both companies. Mr. Laden spent the first twelve years of his career with large multi-national customs broker the Fritz Companies, Inc. working with the legacy U.S. Customs Service in a variety of U.S. ports. Mr. Laden is a Licensed Customs Broker and recognized expert in customs compliance and supply chain security and strategy. He served two-terms on the Commercial Operations Advisory Committee (COAC) and is a past Chairman of the American Association of Exporters and Importers (AAEI). Mr. Laden has testified before the House Ways and Means Committee and the House Subcommittee on Appropriations concerning Customs Commercial Operations and Enforcement Policies. He also appeared as a witness before the Senate Finance Committee on matters related to container security and operations in a post September 11th environment. Mr. Laden has also been a featured speaker on Customs and Border Protection and related matters before many national organizations.

**Kolja Mendel** 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 numerous destination countries all over the world. 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 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.

**Kathleen Murphy** 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. She received Lexology's Client Choice Award for International Trade in 2016.

**Teresa M. Polino** - Terry Polino is a partner in the International Trade group at Arent Fox. Terry's practice focuses on all aspects of import compliance. Terry is particularly experienced in the requirements relating to the various import preference programs and Free Trade Agreements, valuation, classification, country of origin marking, including the FTC rules on "Made in the USA", Participating Government Agency imports, and government contract issues involving TAA origin. Terry also provides advice and guidance on trade policy actions involving duties, quotas, and other import restrictions. Prior to entering private practice, Terry served as senior attorney in the General Counsel's Office at the U.S. Department of the Treasury concentrating on customs and international trade matters. She began her career in the Office of Regulations and Rulings of the U.S. Customs Service (CBP's predecessor agency) and also served as an attorney-advisor in the Office of the Chief Counsel, US Customs Service. Terry received her JD from Georgetown University Law Center and her BA in Economics (*magna cum laude*) from the State University of New York at Plattsburgh. During her career, Terry has been active in a number of associations including the Customs and International Trade Bar Association, the ABA, Women in International Trade, AAEI, the Customs Lawyers Association, and IE Canada. In these associations she has served in various roles, including Committee Chair, Officer, and Board positions. Terry is a frequent speaker at industry, trade association, and corporate events. She can be reached at 202-350-6615 or [Teresa.polino@arentfox.com](mailto:Teresa.polino@arentfox.com).

**Andrew Siciliano** - Andrew is a KPMG Partner and leads the firm's U.S. Trade and Customs Practice and is also the Partner-in-Charge of the firm's Long Island Tax Practice. Andrew is based in New York and holds both 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 to examining global supply chain structures for cost effectiveness. Andrew often speaks at various trade conferences and has authored a number of publications.

**Jeff Simpson**- Jeff joined C.H. Robinson in August of 2013. In his role as the Manger of Trade Policy at C.H. Robinson, Jeff leads and manages the "Trade Policy Division" which provides international trade and regulatory compliance consulting services as part of C.H. Robinson's "Trusted Advisor" business philosophy. Jeff has a diverse background that includes serving as an Officer in the United States Merchant Marine and has for the past 20+ years worked in the consumer products, industrial, manufacturing, software and technology industries in various roles including managing global supply chains, global transportation, import and export operations, and global trade compliance. Just prior to joining C.H. Robinson 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 of their divisions globally. Jeff has created, implemented, and managed cross functional import and export compliance programs across multiple countries and continents at several global companies. In addition to his corporate work Jeff has extensively lectured across the globe on a multitude of import and export topics, and in his spare time is an Adjunct Professor of International Business and Logistics. Jeff holds a Bachelor of Science degree in Marine Engineering, a Master of Art degree in History and International Relations, and a Master of Science degree in International Logistics. In addition to Jeff's academic and professional achievements he is also a Licensed United States Customs Broker, a Licensed Engineering Officer in the United States Merchant Marine, holds a Professional Engineers License, is a certified 6 Sigma Green Belt, and holds a Certificate in International Maritime Law through the United Nations International Maritime Organization. Jeff is based at C.H. Robinson's Woburn, MA office and can be reached at 978-319-1289.

**Christopher Skinner** is a Principal in the International Trade Group of the global law firm Squire Patton Boggs. His practice focuses on US export controls, customs regulation, US economic sanctions, trade remedy actions, notifications to the Committee on Foreign Investment in the United States (CFIUS), anticorruption, and trade compliance programs and counselling. In addition, Chris regularly counsels clients

on compliance with government ethics rules and regulations, federal lobbying disclosure laws and the Foreign Agents Registration Act (FARA).

Chris has counseled US and non-US companies on virtually all aspects of US export restrictions under the International Traffic in Arms Regulations (ITAR), administered by the US State Department's Directorate of Defense Trade Controls, the Export Administration Regulations (EAR), administered by the US Commerce Department's Bureau of Industry and Security, and economic sanctions regulations administered by the US Treasury Department's Office of Foreign Assets Control. He has also represented and counseled US importers and non-US exporters in a variety of US customs matters, including ruling requests, protests, tariff classifications, seizures, prior disclosures, requests for internal advice, penalties, customs investigations, country of origin, valuation, duty preference programs, and duty drawback. Chris has represented both petitioners and respondents in antidumping and countervailing duty matters brought before the US Department of Commerce and International Trade Commission. Chris currently serves as Co-Chair to the American Bar Association, International Law Section's Export Controls and Economic Sanctions Committee, and is a former Vice-Chair of that committee and the Customs Law Committee. He is also a co-editor and co-author of the second edition of the ABA's International Practitioner's Deskbook Series book entitled "U.S. Customs: A Practitioner's Guide to Principles, Processes, and Procedures."

**Shelley Staggs** is Trade Compliance Manager, North America for CEVA Freight LLC. She is a Licensed US Customs Broker and a Certified US Export Compliance Officer with over 26 years transportation experience. Shelley has been actively involved in Global Trade Compliance and its related functions for almost 12 years at CEVA.

During her career at CEVA she has been fortunate to train thousands of personnel globally on US Export Control and has the pleasure of being the sole point of contact for all things AES. Accomplishments include the implementation of an automated restricted party screening tool, the development of valuable compliance check lists and the co-authoring of multiple work instructions, procedures and policies.

Other roles at CEVA since starting in 1997 add some colour to her career including, Sales Manager, Export Manager, International Accounting Manager and Customer Service Manager.

Originally from New Zealand, her personal hobbies include being an avid rider (eventing) and adding extra vowels to words, along with travelling with her two children.

**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 use Masters Method HTS and ECCN training to exclusively train all classifiers. Steve is an expert at simplifying the most complex trade compliance topics into easy to understand and actionable steps. A Masters Method presentation is clear, engaging, memorable and simply the best.