

# Steven Borcharding

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## PROFILE

My background comprises a full spectrum in the field of international trade for multinational corporations, with over 16 years' experience in all areas of global compliance and logistics management. Upon receiving my customs broker license in 2008, I transitioned from freight forwarding and logistics to specialization in trade laws and regulatory controls.

Responsible for leading international business processes related to international trade laws globally; my focus is subject-matter specialization in North America and European trade compliance and regulatory controls. I have an extensive background in designing innovative and effective trade automation solutions, business specific compliance training, and creation of long-term processes for trade compliance improvements.

## AREAS OF EXPERTISE

- Global Tariff Classification
- Export Commodity Classification
- Anti-boycotting Regulations
- Automated Screening Systems
- Antidumping and Countervailing
- FCPA Regulations
- Corporate Compliance Training
- FAR procurement requirements
- Implications of Incoterms
- Process and Procedure Policies
- Conflict Mineral Reporting
- Document Discovery and Production

## EMPLOYMENT HISTORY

### SPX COOLING TECHNOLOGIES, INC.

3/10/10 – Present

*Import/Export Compliance Manager*

- Successfully defended classification challenges from US, UK, and Canadian Customs eliminating substantial back duties and penalties
- Enhanced uniformity of export documentation while reducing operations document processing time by 30%
- Obtained positive scope ruling from Commerce opening new international sourcing options allowing for an annual savings of \$1 million
- Developed in-house automated screening process capturing 100% of export orders globally
- Authored 25 global procedure manuals and trade policies including compliance trainings tailored specifically to multiple departments
- Provided supporting case defending exported materials questioned for control over a 5 year period avoiding penalties and diversion of resources
- Assisted in implementing system to review applicability of several thousand components for Conflict Mineral reporting
- Developed program for determining adherence to requirements for multiple domestic procurement acts and international FTA's
- Generated savings of roughly 400k through monitoring and auditing; customs broker activities and third party legal counsel hours

## **GARMIN INTERNATIONAL**

**4/01/08 – 3/7/10**

### *Customs Compliance Specialist*

- Managed customs brokerage operations worldwide, including ocean, air and small package express entries
- Created and implemented procedures utilizing AU existing tariff concessions, resulting in a duty savings of over \$1.3M
- Developed and implemented procedures to increase efficiency of manual screening process, decreasing processing time by 30%.
- Managed daily documentation process, coordinating workflow through the ITC department to maximize administrator efficiency
- Coordinated with global entities to implement standardized international trade procedures maximizing corporate efficiency and minimizing regulatory risk
- Provided day-to-day import and export controls and supply chain security guidance to internal and external customers
- Responded to inquiries regarding HTS, Schedule B, ECCN classifications, and OGA documentation to ensure compliance
- Established new procedures resulting in a 27% reduction in the broker entry error ratio
- Implemented import and export compliance and operational procedures, reducing cost, reducing regulatory risk, and cutting manual data processing time by 32%
- Created and implemented processes and tools for auditing over 3,000 annual domestic and foreign customs entries

## **MARISOL INTERNATIONAL**

**6/01/05 – 4/01/08**

### *Senior Account Manager*

- Provided third party export services, utilizing both ocean and air transportation services
- Monitored the timely and compliant filing of customs entries
- Created and monitored account specific procedures to enhance productivity and quality of service
- Ensured Customs compliance in the handling and approving of post entry operations
- Acted as Account Manager for import customers, generating over \$250K annually in revenue
- Provided education and training to Account Managers in compliance issues, including valuation, tariff classification, rate filing, vendor compliance
- Trained export administrators on efficient procedures for AES filings, reducing AES processing time by 20%
- Determined Schedule B and ECCN classifications for various product lines ensuring compliance with the US EAR

## **UPS SUPPLY CHAIN SOLUTIONS / FRITZ COMPANIES**

**7/1/99 – 8/1/04**

### *Account Manager II*

*7/01/99 – 8/01/04*

- Managed on-site operations the company's largest national clients, acting as the sales and operations contact
- Handled Foreign Trade Zone withdraws, receipts, customs declarations, and EPA certificates
- Authored Standard Operating Procedures for the customs and freight departments
- Qualified accounts based on investment versus desirability
- Processed documentation for Letters of Credit, Bills of Lading, Certificates of Origin, and Commercial Documentation
- Negotiated rates with international freight companies for Freight Forwarding / NVOCC Operations and Customs House Brokerage Services
- Proposed client-specific logistics solutions encompassing an entire supply chain

## **EDUCATION & CERTIFICATIONS**

US Customs Brokerage License

IMDG and IATA Certification – Hazardous Material Training

South Plains College – 1997-1999