

**FRANK CAMPAGNA**  
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(901) 573-4385

**OBJECTIVE**

Consultant / management position within an international import, freight forwarding, customs clearance, or brokerage organization. Intend to use expertise in departmental reorganizations, development of foreign trade zones, total compliance policy enhancement and related staff training, and comprehensive documentation control to improve the efficiency of import operations.

**SUMMARY OF QUALIFICATIONS**

**A licensed Customs Broker with 25+ years of career and professional growth in international business with an emphasis in export/import services management and logistics, as well as problem solving and troubleshooting. Have developed comprehensive knowledge of most aspects of international freight/cargo movement to a level sufficient to provide companies with consulting services specific to reducing shipping costs and improving efficiency of import/export operations without compromising compliance. Recognized for excellent communications and training efficiencies while serving as an Adjunct Professor for Customs Brokerage / International Business at Southwest Tennessee Community College.** *Strengths*

- Strong background on consulting importers on import entry requirements, expert export clearance, duty reduction programs, drawback, record keeping C-TPAT, ACE, and Importer Assessment Program.
- Strong negotiations skills with freight forwarder, custom brokers, carriers and government regulatory agencies.
- Classifying entry documents into the U.S. Customs 60,000+ categories, based on effective organizational skills, extensive knowledge, and industry expertise.
- Managing relations with a network of major (land, sea, air) transportation companies.
- Confering with shippers, sales and rate bureau personnel, and others to discuss revised rates, rules, and regulations.
- Supervising and maintaining product HTS classification, duty drawbacks, and customs clearance of imports.

**PROFESSIONAL EXPERIENCE**

FUTURE ELECTRONICS CORPORATION, Southaven, MS ..... 11/09 - 9/15

**Manager - U.S. Trade Compliance** Used expertise in producing international documentation as well as in the areas international/intermodal transportation logistics to coordinate the movement of electronic components (60,000 Sku's) throughout the world. Contributed to profitability through significant freight savings. Oversaw importing procedures for LCL (LTL) cargo via ocean, air, truck, and rail shipments as well as FCL (ocean only). Drew on knowledge of trade regulations, U.S. Customs HTS codes, and Schedule B/ITAR export codes and categories.

Project Achievements:

- Improved efficiencies and implemented cost savings programs with continued 100% regulatory compliance.
- Held direct responsibility for C-TPAT; successfully coordinated recent re-validation.
- Implemented alternative storage record keeping resulting in annual savings of \$32K.
- Empowered Official responsible for the proper licensing and export of ITAR & Commerce shipments.
- Implemented a U.S. import self audit program to ensure continued compliance and meet CBP Reasonable Care standards.
- Established U.S. Customs Entry Self Filing program improving compliance and \$230k annually in savings.
- Developed U.S. import metrics to accurately measure service provider performance and compliance rates.

AUTOZONE PARTS, INC., Memphis, TN ..... 2/06 - 11/09

**Manager - Global Logistics & Trade Compliance** Established a 3+ year record of efficiency and effectiveness in through involvement with a full range of broker responsibilities in expediting parts throughout eight distribution centers located throughout North America. Determined best method of transportation (in terms of cost and delivery time); calculated shipment price and negotiated freight rates with carriers.

Project Achievements:

- Planned, organized and managed Self Filing of Customs entries saving \$115k/yr.
- Applied U.S. Customs and other regulatory agency laws to AutoZone international business transactions.
- Developed security procedures in support of the Customs Trade Partnership Against Terrorism (C-TPAT) initiative.
- Implemented continuous improvements and improved metric targets for international and domestic transportation expenses and services, including \$1.3MM Duty Drawback savings program.
- Developed and implemented import receiving and security procedures at 8 Distribution Centers and reducing discrepancies by 90%.
- Developed and Implemented Alternative storage record keeping.

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Resume Continued:

FEDEX EXPRESS, Memphis, TN / Miami, FL .....9/83 - 2/06

**Manager - Global Clearance Services** Consulted with FedEx internal and external customers on U.S. import entry requirements, record keeping, reconciliation, drawback, duty reduction programs, C-TPAT, ISA, penalty mitigation, classification, valuation, ITAR, AES, BIS, and other import/export related compliance issues. Provided appropriate representation before U.S. federal inspection agencies and trade associations in matters involving international transportation, security, contraband and drug interdiction activities, regulatory compliance and clearance.

Project Achievements:

- Responsible for annual clearance budget in excess of \$45MM with 10 exempt professional direct reports.
- Managing oversight of FedEx Trade Network Brokerage operations and on C-TPAT Validation.
- Developed and coordinated of U.S. import/export training programs for employees, sales reps, and customers.
- Served as liaison and partner with other divisions within FedEx to ensure consistent reliability meeting divisional requirements; i.e., legal, security, sales, marketing and operations.
- Facilitated the effective and efficient processing and regulatory compliance of international shipments entering the U.S. including start up project manager for opening of Portland, Anchorage and Miami clearance facilities.
- Represented the Express Industry before U.S. Federal Inspection Agencies, Trade Associations and the U.S. Customs Trade Support Network (multi-modal Manifest Committee).

## EDUCATION

LAMBUTH UNIVERSITY, Jackson, TN

**B.S. Management**

*Minor: Marketing*

*Licenses & Certifications:* Licensed Custom Broker (#18011)

*Professional Memberships:* U.S. Customs Trade Support Network, Air Courier Conference of America, Air Transport Association, Joint Industry Group, National Council for International Business, American Trucking Association, and International Compliance Professionals Association