

Bios – Export

Burns, Paul

Paul Burns, a Partner in Baker & McKenzie's Toronto office, has over 30 years of experience advising clients on all aspects of international trade, including significant experience advising on Canadian customs, sanctions and export control matters.

As a trusted adviser to many multinational corporations, Mr. Burns has assisted clients on a multitude of trade matters, including valuation, tariff classification, rules of origin, marking, standards, remissions and drawbacks; anti-dumping and subsidies; export and import controls; trade sanctions; blocking measures; the Controlled Goods Program; free trade agreements, including the North American Free Trade Agreement (NAFTA); and Goods and Services Tax/Harmonized Sales Tax.

As a highly recognized practitioner in international trade, clients have valued Mr. Burns' assistance and advice with audits (both internal and by regulatory authorities), the development of customs strategies and compliance programs, and appealing unfavourable determinations by governmental authorities, including appeals before the Canadian International Trade Tribunal and Binational Panels established under the Canada-U.S. Free Trade Agreement, as well as NAFTA.

Mr. Burns is recognized by numerous organizations as an outstanding practitioner in international trade including: Chambers Global - Leaders in their Field (Band 1), Legal 500 Canada, the Guide to the World's Leading International Trade Lawyers, and Who's Who Legal: Canada.

Cook, Thomas

Tom is Managing Director of Blue Tiger International, (bluetigerintl.com) a premier international business consulting company on supply chain management, trade compliance, purchasing, global trade and logistics. BTI owns the National Institute of World Trade (niwt.org) a nonprofit 30+year corporate training school on global trade and supply chain management.

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 supply chains, sales and business development, purchasing, vendor/contract management and import/export operations.

He is a member of the NY District Export Council, sits on the board of numerous corporations and is considered a leader in the business verticals he works in ... ISM, CSCMP, DEC ... to name a few of the organizations he works with.

He has now authored over 19 books on Global Trade and Business Development ... is in 2016 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 is also the Director of the National Institute of World Trade (niwt.org) a 30-year-old educational and training organization, based here on Long Island.

Tom also is an adjunct professor and course developer at Stony Brook University in Long Island and the Fashion Institute of Technology in NYC.

He graduated from SUNY Maritime College where he holds both a BS and MS/MBA in international transportation management. He additionally received his commission in the US Navy where he served from 1971-1984, honorably discharged.

Tom can be reached at tomcook@bluetigerintl.com or 516-359-6232

Cosgrove, Trent

Trent Cosgrove is the President of Transportation and Customs Advisors (TCA) Limited.

TCA Limited provides transportation and Canadian customs advisory services. Their client list includes both importers and customs brokers.

Trent holds Professional designations in both Transportation (CITT) and Customs (CCS) and has served on the Board of Directors of the Canadian Association of Importers and Exporters (I.E. Canada) and the Canadian Industrial Transportation Association (CITA).

His career has spanned from working with a worldwide cargo firm, a large Canadian Customs Brokerage Operation and as the Senior Director of Corporate Operations for a publicly traded computer firm with more than \$US 36 billion in sales.

He is a frequent guest speaker on topics relating to Trade, Transportation, Customs, Quality Systems and Negotiating Techniques.

Nott, Joy

Joy Nott is President of the Canadian Importers and Exporters Association (I.E.Canada). Joy brings over 30 years of experience in customs compliance to the I.E.Canada team. Joy started her career in Montreal and worked for over 10 years for well known customs brokers/freight forwarders giving her hands on operational experience.

Prior to joining I.E.Canada, Joy was a Vice President and Managing Consultant for JPMorgan Global Trade Management Services based in the Toronto, Ontario area and specialized in matters of customs and international trade for both Canada and the U.S. based clients. Prior to the above, Joy spent a number of years developing her expertise employed as a Senior Manager with public accounting firms of KPMG LLP and Deloitte & Touche LLP as a Customs and International Trade consultant. The accounting firm environment provided her with extensive experience related to advising multinational clients in terms of meeting import and export requirements while minimizing costs. Her experience with professional tax and supply chain advisers has given her a background rich in understanding how customs and trade issues play an important role in developing corporate strategies. Her experience in advising how matters such as income tax transfer pricing and customs valuation fit into complex international restructuring plans have been key to her success as a consultant.

Joy sits on various committees as advisors to Federal Ministers and has testified before both the House of Commons and Senate Committees on International trade on matters directly impacting Canadian importers and exporters. Joy's credentials include a Bachelor of Arts from Concordia University in Montreal, Quebec in 1987. She later sought and received honours when writing for her qualified customs brokers' status in 1990. In 1993, Joy gained her professional customs brokerage status. In 2011, Joy gained her P.Log designation (Professional Logistician).

Seidner, Jamie

Jaime Seidner – 416-628-6601 – jaime.seidner@ca.pwc.com

Partner, Indirect Tax, Customs and International Trade

Jaime provides consulting and support on all customs and export matters including, but not limited to the customs impact of accounting, transfer pricing and taxation. He consults extensively on Canadian non-resident importer issues, tariff classification, value for duty, origin, customs appeals, customs audits,

seizures and ascertained forfeitures, voluntary disclosures/entry corrections, import admissibility, export control, controlled goods and economic sanctions concerning imports and exports, and matters concerning Excise. Prior to re-joining PwC as a Partner in 2014, Jaime was a Senior Customs Consultant in the National Commodity and Sales Tax Group at an international law firm in their Toronto Office. He was also the National Practice Leader of the Canadian Customs consulting practice of a global freight forwarder.

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

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

Ticehurst, Marc

Customs Business Development Executive

Milgram & Company Limited

For 65 years Milgram has been providing the highest level of service in the fields of Customs Brokerage, International Freight Forwarding and Ground Transportation. Marc joined Milgram in 2016, continuing a successful career in customs that began in 1989 as an inspector with the Canada Customs & Revenue Agency. For the past 23 years, Marc has worked for various Canadian and U.S. customs brokers. His experience in the industry includes manager level positions in sales support, client integration, customer relationship management, and trade consulting.

Marc has accoutered clients of all sizes and industry sectors and overseen hundreds of customs brokerage RFPs and new account implementation projects, covering the rationalization and improvements of customs clearance and compliance processes, duty minimization, risk management and EDI integration. His understanding of global trade and 3rd party logistics combined with in-depth knowledge of Canadian and U.S. customs laws, regulations, special programs and international trade agreements, allow him to deliver end-to-end solutions to importers and exporters on any link in their supply chain. Marc regularly conducts training seminars and speaking engagements on various customs and trade compliance topics, including Incoterms.

Swick, Branda C. - Partner

416-594-4052

Ms. Swick's practice focuses on government contracting, anti-trust, regulatory compliance,

anti-corruption, export controls and economic sanctions, trade remedies, customs and judicial review of government decisions. She also has a practice in international trade and investment law (including WTO/NAFTA dispute settlement).

The Government of Canada has appointed Ms. Swick as an expert arbitrator under Chapter 19 of the NAFTA. She has also received her Certificate in Public Procurement Law and Practice from Osgoode Hall Law School. Early on in her career, she was legal counsel with the Canadian International Trade Tribunal (CITT), Canada's bid review mechanism and the Department of Justice.