

Gerard (Gerry) Musciano  
Licensed Customs Broker  
10207 Prairie Crossing Drive  
Franksville, WI 53126  
770/864-3010 Cell

***Professional Accomplishments***

Licensed Customs Broker with experience from the broker and importer/exporter perspective including initiating and maintaining a trade compliance program, C-TPAT application and validation, training staff and auditing export and import files; experienced in ECCN classification, HS classification, CA broker management, US broker management, 3<sup>rd</sup> party vendor classification management, management of whole goods, production and service parts HS classification database, broker auditing

***Professional Work Experience***

***Import and Classification Manager US/CA, Global Trade Compliance  
NAFTA at CNH Industrial America LLC, Racine, WI***

Sept 2016 – Aug 2017

- Import manager for US/CA. HS classification manager for US/CA. Responsible for all compliance related import issues in CA and US including HS review, GST, 9903, auditing, SOP's, broker manuals, CBP pink bills, CBSA/CBP refunds, liaison between CNH and CBSA/CBP and EPA reporting for loose engines and whole goods.
- Auditing forwarder ISF entries for timeliness and compliance, training forwarder network on a semiannual basis
- Maintaining POA database for broker and forwarder network
- EPA compliance and document processing for whole good and loose engine shipments and working directly with EPA Compliance department
- Pink bill processing/auditing
- Refund check processing
- 9903 quarterly reporting
- CA GST classification and auditing
- OGA compliance and document processing
- Maintain CA and US broker manual
- Acted as main contact for all CBP/CBSA issues including desk reviews, EAN processing, manipulation requests, intensive exams, C/O marking issues, etc.
- Maintain Access database with audit results for brokers, forwarders and 3<sup>rd</sup> party vendors

***Export Manager US and Classification Manager US/CA, Global Trade Compliance NAFTA at CNH Industrial America LLC, Racine, WI***

Oct 2015 – Sept 2016

- Responsible for export ECCN classification for US parts/whole goods, HS classification of production parts, service parts and whole goods into the US and CA markets
- Responsible for export file auditing and oversight
- Responsible for denied parties screening, end user statement approval, letters of credit review and approval
- Responsible for releasing whole good (US Nexus) shipments in SAP after approval to ship on a global basis
- Responsible for forwarder audits of AES filings

***International Trade Compliance Analyst/Manager, CNH Industrial America LLC, (formerly known as Kobelco Construction Machinery America), Calhoun, GA***

Oct 2008 – Oct 2015

- Assisted in initiating and presently maintain an international trade compliance program including management of broker network
- Interfaced with all departments to maximize department efficiency including management regarding objectives of department
- Supervise one temporary employee
- Maintain all other government agency information (FCC, EPA, etc.)
- Maintain a classification data base of approximately 15,000 production parts and assist in 75,000 service parts, including Canadian HTS suffixes
- Manage import/export brokerage and coordinated with forwarding network
- Maintained all import and export shipments, auditing 100% to ensure compliance
- Worked directly with freight forwarders to ensure export documents were compliant
- Participated in C-TPAT validation program both domestically and internationally
- Updated C-TPAT portal on a regular basis including results of foreign vendor yearly security questionnaires and corresponding country risk assessments
- Ensured vendor C-TPAT participation
- Perform annual compliance and C-TPAT training to plant employees
- Completed training in FTZ operations at sister plant
- Proposed operational plan to save plant \$350,000 (net) in duty savings by instituting FTZ

- Worked with production planners to save \$4,500 in logistic cost savings from shipments emanating from a Brazilian vendor
- Decreased post entry expense to \$0.00 by instituting audit procedures

***Brokerage Supervisor, UPS Supply Chain Solutions, Forest Park, GA***

June 1994 – Oct 2008

- Managed 10 brokerage analysts and 1 tracking support personnel, including timely processing, entry and dispatch of shipments
- Interviewed, hired and trained new brokerage analysts
- Managed post entry and billing revision functions
- Managed dispatch operations
- Assisted with sales team in pursuing new business opportunities and provided training to meet objectives and sales quotas
- Instituted compliance program and administered audit procedures
- Reduced post entry expense to \$0.00 by instituting audit procedures for the station's largest customer
- Coordinate and oversee documentation with CBP personnel, direct contact for any and all CBP issues
- Ensured all pre-alert shipments were entered timely for Customs clearance

***Education***

Bachelor of Business Administration – West Georgia College, Carrollton, GA

Master of Business Administration – Georgia State University, Atlanta, GA

***Affiliations***

Member – International Compliance Professionals Association

***Licenses***

Customs Broker License