

# Jim Dickeson

Global trade is my passion | Trade compliance is my game

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A depth and breadth of export/import compliance and global trade expertise that only comes with working in both manufacturing and the freight forwarding / customs brokerage industries.

## **Selected Highlights:**

- Mitigated penalty amounts to a mean of 3% of original fines (Lynden)
- Reduced government scrutiny by 90%, improving transit times (Stratus)
- Recovered \$6 million in duties with protest and ruling (JPMorgan/Vastera)

## **Strengths:**

- U.S. Customs and Border Protection
- Federal Trade Regulations (FTR)
- Export Administration Regulations (EAR)
- International Traffic in Arms (ITAR)
- Office of Foreign Assets Control (OFAC)
- Embargoes and Sanctions
- HTS Classification
- ECCN Classification
- Export License Determination
- Denied Party Screening
- C-TPAT
- Compliance Assessments
- Prior Disclosures
- Customs Rulings
- In-person training
- Computer-based training
- Licensed U.S. Customs Broker
- Syracuse University MBA

## **Professional Experience:**

**PapayaWorks LLC**, Seattle, WA 2005 – 2006, and 2015 - Present  
*Freelance compliance consulting for exporters, importers, freight forwarders.*

- HTS and ECCN classification
- Export license determination
- Restricted party screening
- Compliance reviews
- Rulings and disclosures
- Training and tutorials

**Flexport International**, San Francisco, CA  
*Start-up, tech oriented freight forwarder and customs broker with 600+ employees.*

**Contract Consultant** 2017 - 2018

Predominately an import forwarder, company was ramping up export offerings, but lacking export compliance processes. I was brought in temporarily as a subject matter expert to establish export compliance and train staff to take over after my departure.

- Aligned logistics processes with regulatory requirements
- Trained staff on electronic export filing, and export control regulations
- Developed operations and compliance wikis using Atlassian Confluence
- Created video tutorials for both internal consumption and customer facing
- Assisted customers with classification and export license determination

## **Lynden International, Seattle, WA**

*Mid-sized, domestic freight forwarder with a long, rich history, growing internationally.*

### **Assistant Vice President, Corporate Compliance Manager**

2006 - 2014

International operations were young, and weak on compliance. I was hired to manage existing customs brokerage, and improve export regulatory compliance.

- Classified clients' products according to HTSUS, Schedule B, ECCN, ITAR
- Determined EAR, ITAR, and OFAC licensing requirements
- Managed Lynden's C-TPAT program through three validation cycles
- Audited up to 30 branch offices for export and import compliance
- Mitigated penalties to mean of 3%, implementing corrective measures
- Liaised between top management and regulatory authorities
- Provided assistance, guidance and training to export and import staff
- Developed computer-based training for Lynden's Learning Management System
- Consulted with internal and external customers on regulatory matters

## **JPMorgan, Inc. (Vastera), Dulles, VA**

*Provider of global trade management software, trade compliance consulting, and managed services. Vastera was acquired by JPMorgan, and is now part of Livingston International.*

### **Senior Consultant**

2002 - 2005

I was with Vastera and JPMorgan to consult with consumer goods, high technology, medical, aerospace, and defense sector clients on export/import compliance and C-TPAT.

- Conducted trade compliance audits and recommending corrective measures
- Trained client staff on internal controls and documentation processes
- Recovered \$6 million in duties for client by protesting a flawed ruling
- Co-developed C-TPAT offering; achieved membership for client companies
- Qualified clients' products for NAFTA
- Mentored junior level consultants

## **Stratus Technologies, Inc., Maynard, MA**

*Maker of fault tolerant computer systems for industries where downtime is prohibitively expensive.*

### **Trade Compliance Specialist**

1996 - 2002

Company starting assembly operations in Ireland. I set up 9802 program to limit customs duties to the Ireland value add, and manage import and export compliance in general.

- Controlled in excess of \$100 million in annual potential penalty exposure
- Reduced government inquiries by 90%; no penalties issued on my watch
- Created Access database of product classifications, available over intranet
- Improved transit times by streamlining supply chain and regulatory processes
- Managed relationships with external legal counsel, US and foreign regulatory authorities, and supply chain service providers

## **Early Years**

*Various branch level management positions in freight forwarding and customs brokerage*

- Responsible for departmental P&L
- Liaised with customers, management, and regulatory authorities
- Led staffs of up to 15 people
- Developed recognition system that motivated teams toward ongoing improvement

## **Education:**

MBA, Syracuse University  
BBA, Wichita State University

## **Notable Activities:**

Presenter, "Mitigating the Impact of New Import Tariffs", Seattle Supply Chain Meetup, Seattle, WA

Panelist, "Trade is Transportation", World Trade Center, Tacoma WA

Presenter, "Freight Forwarder Challenges in Dealing with ITAR", ITAR Summit, Pacific Northwest Defense Coalition and the Export Council of Oregon, Portland, OR

Presenter, "Export Controls and Freight Forwarding", Export Controls: Awareness and Application Seminar, Microsoft, Redmond, WA

Presenter, "Export Compliance for Freight Forwarders", Customs Brokers and International Freight Forwarders of Washington State (CBIFFAWS), Seattle, WA

Presenter, "Export Compliance for Freight Forwarders", Seattle Tacoma Air Cargo Association (STACA), Seattle, WA

Presenter, "Complying with the International Traffic in Arms Regulations (ITAR)", Export Council of Oregon, Portland, OR