

John Schoener

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Compliance, Logistics, and Supply Chain Professional

PROFILE

Compliance, logistics and supply chain leader with experience in international trade management, regulatory compliance and transportation operations providing customers solutions to logistics problems of varying degrees of complexity in primarily a manufacturing or industrial services environment. Experienced with export and import shipments and the regulations and terms associated with international commerce. Previously empowered official accomplished in combining international logistics background with corporate export compliance program. Develops detailed operational plans and sees them through to execution. Previously held U.S. Government TS/SCI security clearance.

AREAS OF EXPERTISE

- International Traffic in Arms Regulations
- Export Administration Regulations
- Sanctions, embargoes and RPL screening
- Product tariff classification
- License and agreement management
- Export compliance programs
- Training and presentations
- DOT/IATA/ICAO Dangerous Goods Regulations
- Import management
- Air and Ocean Transportation
- Logistics Operations
- Automated Export System / ACE
- ECCN classification
- Free Trade Agreements (USMCA, KORUS, etc.)
- Strategic supply chain management and risk
- ISO 9001/2015 Quality Management
- Lean Six Sigma Green Belt trained
- Supply chain sustainability

CAREER HISTORY AND HIGHLIGHTS

Vertiv Corporation, Westerville, OH ▪ 2022 – Present (*\$6.0 billion manufacturer of electrical distribution, thermal and back-up power equipment providing network infrastructure in data centers*)

Regional Trade Manager, North America Manages \$1.1B in imports from Mexico IMMEX plants and China and \$600M in exports to Mexico, Latin America, and Canada. Develop, update, and implement export management and control policies and procedures. Conducts restricted party screenings, researches escalations, and provides disposition on screened partners. Manages deemed export requests, classification requests through SNAP-R, and monitors export filings in ACE. Advises on Trade Agreements Act/Buy America Act. Manages USMCA compliance on imports and executes annual USMCA certification campaign for targeted suppliers. Conducts audits of export and import shipments and executes corrective actions. Provide oversight of trade data in ERP. Manage projects such as Free Trade Zone (FTZ) implementation and Authorized Economic Operator programs—CTPAT in the US. Supervise one trade compliance specialist.

Achievements:

- o Developed and implemented Export Commerce Classification Number classification procedure to reduce compliance risk on exports of network management products and technology
- o Delivered first global trade compliance awareness training conducted in three years to 15,000 employees worldwide
- o Eliminated a previous history of penalties from U.S. Customs and Border Protection by proactively completing annual import value reconciliation filings
- o Improved trade data integrity and accuracy on more than 30,000 SKUs and led change to automate trade attribute assignment of engineer to order finished products.

Starline Holdings LLC a company of Legrand, Canonsburg, PA ▪ 2016 – 2022 (*\$400 million manufacturer of electrical distribution equipment for manufacturing and technology sectors*)

Global Logistics and Trade Compliance Manager Provide supply chain support to U.S. and overseas regional manufacturing operations through management of exports and imports. Manage the corporate export compliance program to include customer and end-user screenings, commodity, and product classifications, FTR EEI reporting, FCPA considerations, anti-boycott, and employee training. Negotiate transportation rates and services. Develop, review and/or recommend process and procedure improvements to support ISO 9001:2015 certifications. Coordinate logistics efforts across sales, customer service, production, accounting, and shipping. Supervised shipping and receiving department with one direct reporting and 14 indirect reporting employees.

Achievements:

- Developed and implemented an export compliance management program, to include policies, procedures and training to ensure compliance with U.S. laws and reduce risk exposure for international orders
- Reduced outbound and inbound ground parcel costs by 7% while increasing ground transit time by 30 to 50% on domestic parcel shipments through re-negotiation, improved routing instructions, and leveraging carrier volume discounts
- Manage \$8.1M freight budget covering inbound, outbound and international freight for all modes
- Supervised and led project teams to achieve productivity savings in truckload freight, reduced packaging material usage, and improve shipment in transit visibility.

Ultra Electronics, ProLogic, Inc., Manassas, VA and Belle Vernon, PA ▪ 2010 – 2016
(*\$23 million cyber security and data technology solutions provider and U.S. government contractor – subsidiary of \$1.07 billion Ultra Electronics Holdings PLC, United Kingdom*)

Export Compliance Officer and Empowered Official/Technology Control Officer/Government Property Manager Originally hired to perform logistics management role for several \$10 million U.S. Government contracts servicing 20+ separate remote data and communications stations located throughout the U.S. Currently performing multiple roles and am primarily responsible for ITAR and EAR compliance, management of licenses, training, and recordkeeping of 20 active technical assistance agreements worth \$10 million, and 10 open active DSP-5 and DSP-73 licenses for marketing purposes and equipment loans. Executes and manages all filings using ACE/Automated Export System. Primary lead for government furnished property intake, management and disposition and currently maintaining \$1.0 million in government inventory. Perform additional roles as logistics and transportation advisor to production, business development and other senior management. Review and approve communications requests between Ultra Electronics, ProLogic and other Ultra companies to maintain compliance with a proxy agreement.

Achievements:

- Reduced excess government property inventory through disposition efforts with Defense Contract Management Agency and program managers resulting in 25% plus reduction in program property management costs
- Developed an internal export compliance shared web portal to consolidate licenses, agreements, commodity jurisdictions, classifications and recordkeeping actions to increase visibility for program managers and business development and reduce response time to customers.
- Completed Lean Six Sigma Black Belt project in coordination with production manager to analyze procurement cycle and implemented procedures to reduce requisition processing time by 5-10%.

United States Army Reserve ▪ 1991 - 2021 (*U.S. Army Retired Reserve*)

Logistics and Transportation Officer – Rank: Lieutenant Colonel Previously chief of operations in a distribution management center staffed by 110 personnel responsible for distribution of ammunition, fuel, water, food, other supplies, maintenance, and services for 5000 to 300,000 personnel to support military operations in one or more countries worldwide. Plans and supervises team level training to prepare for combat operations. Reviews, submits, and briefs reports to senior officers and civilians. Conducts operational analysis to make recommendations for optimal levels of support required for sustained operations.

Achievements:

- Prepared plans and developed orders as part of a team which successfully redistributed or returned over 29,000 pieces of military hardware in Iraq and supported the deployment and redeployment of 32,000 plus personnel
- Supervised a team of five officers and senior enlisted soldiers that reduced contracted service costs to the U.S. Government and taxpayer by \$25 million in Kuwait and other U.S. Central Command countries through intensive requirements analysis and leading a weekly working group tasked with reducing contractor footprint in the combat zone.
- Led and supervised 37 soldiers tasked with providing logistics services and operating a 24 hour per day personnel processing center in Iraq that provided lodging, morale activities, customs inspections, baggage services, and manifesting for 300 to 1500 service members per day.

E.W. Bowman, Inc., Uniontown, PA. ▪ 2007 – 2009
(*\$20 million sole U.S. manufacturer of glass annealing and decorating tunnel furnaces*)

Shipping and Materials Manager

PLS Logistics Services, Cranberry Township, PA. ▪ 2004 – 2007
(*\$300 million logistics management, outsourced logistics and freight brokerage provider*)

Logistics Engineer

R.L. Swearer Co., Inc., Moon Township, PA ▪ 1997 - 2004
(*\$30M customs broker and freight forwarder, FMC, NVOCC, and IATA agents*)

Air Export Agent

EDUCATION

Master of Science, Supply Chain Management, Duquesne University, Pittsburgh, PA
Intermediate Level Education, U.S. Army Command and General Staff College, Ft. Leavenworth, KS
Transportation Officer Advanced Course, U.S. Army Transportation School, Ft. Eustis, VA
Bachelor of Science, Economics, Frostburg State University, Frostburg, MD