



## 2021 A Fresh Start: Solving the Ongoing Challenges in Global Trade Compliance

### SPEAKER BIOS

#### **JAMES E. BARTLETT III, Partner & Director, Full Circle Compliance (FCC)**

Jim Bartlett is an attorney, author, and frequent lecturer in international trade (including Honorary Lecturer at the EMITC program), with a specialty in arms and defense technology trade compliance. He is the author of several books on international trade controls, including Bartlett's Annotated ITAR ("BITAR"; the International Traffic in Arms Regulations), Bartlett's Annotated FTR ("BAFTR"; the Foreign Trade Regulations), and co-author of U.S. Export Controls, 7th Edition (2015). Jim is also the editor and publisher of The Export/Import Daily Update ("The Daily Bugle") a newsletter with more than 10,000 world-wide subscribers at over 500 companies and government agencies. He has J.D. and LL.M. law degrees and is a licensed U.S. Customs broker. Before joining FCC, Jim was Senior Counsel, Export/Import Law, for Northrop Grumman Corporation, and Assistant General Counsel for the U.S. Defense Intelligence Agency.

---

#### **CHERYL BECKER, Licensed Customs Broker, Director of International Trade, Plexus Corp.**

Cheryl is the Director of International Trade at Plexus Corp. and has over 15 years' experience in International Trade. In this capacity she has led the global framework implementation for trade across three continents. Prior, Cheryl led compliance at DHL Express USA, an express air freight organization. There, she worked closely with U.S. Customs and Border Patrol Services and the Food and Drug Administration to modernize processes. Before DHL Express, Cheryl was the Senior Manager of Classification for Wal-Mart Stores Inc. and spent much of her time in China working with buyers and suppliers. She is a Wisconsin native that grew up in Green Bay and graduated with a bachelor's degree from the University of Wisconsin, Milwaukee.

---

#### **ROBERT BOEHM, Trade Compliance Analyst and Licensed Customs Broker, International Customs Services, Inc. (ICS)**

Rob applies proven skills in the research and accurate classification of goods, experienced and knowledgeable application of Rules of Origin, and in ADD/CVD, Origin and FTA eligibility determinations. His thoroughness has helped to ensure the clearance of thousands of shipments at domestic and foreign borders. As an LCB, and in prior work, Rob's broad professional experience spans a variety of manufacturing sectors and is an asset in Harmonized Tariff Classification. As a graduate of the Waukesha County Technical College (WCTC) Global Business Program, Rob serves on the Global Business Program Advisory Committee.

**SUSAN DRAGOTTA**, Global Business Instructor and Licensed Customs Broker, Waukesha County Technical College

Susan Dragotta is the lead instructor for the Global Business program at Waukesha County Technical College (WCTC). The Global Business program includes courses in global logistics, marketing, export and import compliance, sourcing, trade finance, and preparation for the Certified Global Business Professional (CGBP) credential exam. She also facilitates workshops for the business community on developing Export Compliance Programs. Dragotta has over 25 years of international trade experience. Prior to joining WCTC in 2011 she was an Export Development Manager with the Wisconsin Economic Development Corporation (WEDC) working with companies in the Milwaukee area to expand their exports. Earlier in her career she held positions in the private sector in international sales with a focus on Latin America. Dragotta is a NASBITE International Certified CGBP Trainer, a board member of the MMAC World Trade Association (WTA) and a member of the Wisconsin District Export Council (DEC). Dragotta has an undergraduate degree from UW-Madison and her Masters in International Business Management from UW-Milwaukee.

---

**JEN LAM**, Global Trade Compliance Consultant

Jen has been working in global supply chain & trade compliance for 25 years, building programs for importers and exporters. Additionally, she served as an Import Specialist for Customs & Border Protection and a course of study at the Federal Law Enforcement Training Center (FLETC.)

She has experience in a variety of industries and commodity types such as hand tools and sets, appliances, capital equipment, apparel, footwear & handbags, toys, furniture, housewares including festive articles, as well as pharmaceuticals & chemicals. This offered many opportunities such as applying the regulations of Participating Government Agencies including representing one of seven companies in CPSC's alpha pilot for data sets, anti-dumping and countervailing scope, preferential trade qualifications, managing TIB's and maquiladora's, sitting on both sides of the table in CBP audits, exporting hazardous materials, export licensing and successfully getting a commodity jurisdiction turned over from the Department of State to Commerce.

As a consultant Jen provides strategic leadership as well as operational support to meet business objectives including risk management, target service levels and profitability. This is done by translating rulings, regulation and court decisions into efficient, integrated, and scalable processes and procedures.

---

**JAY P. NASH**, Principal, Nash Global Trade Services (NGTS)

Jay P. Nash is the Founder and Principal of Nash Global Trade Services (NGTS). Through NGTS, Jay has helped businesses in the aviation, electronics, telecommunications, defense, automotive, IT, chemical, and industrial equipment sectors navigate and comply with U.S. and foreign export controls since 2017. He is also a Senior Fellow with the Center for Policy Research (CPR), University at Albany, State University of New York, From 2010 - 2017, Jay was a Managing Director with the firm SECURUS Strategic Trade Solutions, and from 2005 - 2010 he was a Senior Associate with the Center for International Trade and Security (CITS), University of

Georgia. Jay currently serves as the President of the Madison International Trade Association (MITA) and on the Editorial Board of the *World Export Control Review*. He has associate member status with the Commonwealth of Virginia Bar Association. Jay holds a J.D. from the University of Iowa College of Law, a M.A. from the Georgetown University School of Foreign Service Security Studies Program, and a B.A. in Political Science from the University of Michigan. He has traveled to and worked in over 40 countries, and has lived and worked in Beijing, China. He is proficient in spoken Mandarin.

---

**DONALD PEARCE**, Sentinel LLC (and former U.S. Export Enforcement Officer)

Donald Pearce, a retired Special Agent from the U.S. Commerce Department's Bureau of Industry and Security, is a subject matter expert in strategic trade control policy, transnational criminal investigations, and national security issues. He founded Sentinel LLC, a consultancy focused on the intersection of international trade, technology, geopolitics, and security. He provides real-world solutions and guidance to companies and governments on security and compliance strategies, due diligence research, and successfully implementing and navigating multilateral trade controls. Mr. Pearce has published articles in *World ECR/Export Compliance Manager* and has been a featured guest on international news programs.

Before his retirement in 2020, Mr. Pearce served as the acting Unit Chief for Liaison and Interdiction. He managed Task Force officers and provided subject matter expertise to international organizations, other government agencies, and industry worldwide. Mr. Pearce was the principal author of the 2016 amendments to the Wassenaar Arrangement's Best Practices for Export Control Enforcement, drawing on over 30 years of customs and strategic trade control experience. His career included prosecuting precedent-setting cases, establishing the Regional Export Control Officer position at the US Embassy in Singapore, coordinating successful interdictions of dangerous goods, and protecting the international supply chain through successful public/private cooperative efforts.

Mr. Pearce received the Commerce Department Gold Medal for his participation in a complex criminal investigation that disrupted and dismantled an Iranian procurement network that provided components found in improvised explosive devices. Also, Mr. Pearce was awarded the Commerce Department Silver Medal for investigative excellence as well as the U.S. Department of Justice Executive Assistant Attorney General's Award for superior performance by a litigative team as a case agent in the PPG Industries investigation, which uncovered a conspiracy to supply specialty coatings for an unauthorized nuclear end-use in Pakistan. Mr. Pearce has also been awarded the Commerce Department Gold Medal for his participation in protection operations for the Secretary of Commerce during his 2003 visits to Baghdad, Iraq and Kabul, Afghanistan, and a Bronze Medal recognizing his significant contributions to the Export Control Officer program. Mr. Pearce holds a Bachelor of Science degree, *cum laude*, from John Jay College of Criminal Justice, City University of New York.

---

**GALE PENCE**, Chief Executive Officer, Global Precision Industries, Inc.

Gale is the founder of Global Precision Industries, Inc. ([www.globalprec.com](http://www.globalprec.com)) which provides high quality, high precision, engineering and manufacturing opportunities for new and existing products. From design and engineering of molds and mold bases for production components to complete project management, supply chain management, and logistical services, Global Precision Industries is the "first call" for organizations in need of world-class engineered project management, logistics and production expertise.

Global Precision Industries, Inc. is an award winning global engineering and manufacturing solutions provider. Its explosive growth is the result of a hands-on approach to concepting, engineering, production, and distribution that solves global challenges. To service business growth, Global Precision Industries Technical Manufacturing Center in Ningbo, China, continues to expand and serves as an in-country platform to launch US opportunities.

Gale holds a degree in Applied Science - Industrial Engineering, and is an active leader in the Metropolitan Milwaukee Association of Commerce, serving on its World Trade Association Board, China Business Council and its Council of Small Business Executives.

Global Precision Industries has been recognized as a Future 50 Award winner by the Metropolitan Milwaukee Association of Commerce and Gale recently received the 2014 Bravo! Entrepreneur Award from Milwaukee Biz Times.

---

**MARK STIFFLER**, Senior Import/Export Project Lead, Sub Zero Group, Inc.

Mark Stiffler is currently the Senior Import/Export Project Lead for Sub-Zero Group, Inc. in Madison Wisconsin. He has served in numerous import/export staff and management roles over the past 32 years primarily with IBM/Lenovo as well HCL Technologies, Lord Corporation and Kraft. He has an accounting degree from Ball State University and was employed as a CPA with Price Waterhouse, Honeywell, and ROLM Corporation prior to his career transition into international trade compliance.

---

**ANN MARIE WICK**, CPA, CIA, CFE, Managing Director, FTI Consulting

Ann Marie is a Managing Director in the Forensic & Litigation Consulting segment and is based in Milwaukee, Wisconsin. With experience working in six of the seven continents, Ann Marie has more than 25 years of global compliance, external and internal audit expertise focused on the consumer products and industrial manufacturing industries.

As a former corporate compliance executive, Ann Marie specializes in developing best-in-class global compliance programs from its inception and has extensive experience in designing and implementing improvements in existing programs. Her expertise includes anti-bribery/anti-corruption, economic trade sanctions, financial internal controls, and Board reporting.

Prior to joining FTI Consulting, Ann Marie held executive compliance and internal audit positions in large and medium sized multi-national companies. She has extensive experience in developing risk assessments, due diligence, and training of third parties and acquisition targets. Ann Marie also has extensive experience in restructuring ethics programs including rewriting codes of conduct, designing and executing ethics training across multiple continents, redesigning whistleblower investigations processes, and reporting to the Board of Directors. She has also developed and led a world-class internal audit department for a new SEC registrant. Ann Marie started her career in the Audit & Assurance Advisory practice of one of the Big 4 public accounting firms.

Ann Marie was selected by the FBI Milwaukee branch to be a member of the FBI Citizen's Academy. The Citizen's Academy is an elite group of business and community leaders trained by special agents in Agency operations, investigation techniques and hands-on instruction mirroring new agent training.

Ann Marie earned an Honors Bachelor of Science in Accounting from Marquette University. She is an adjunct professor of *Auditing* at Marquette University and a regular guest lecturer in the university's Management Ethics courses focusing on corporate ethics in a global economy. She is a former *Auditing* instructor at another Wisconsin university.

---

**JOHNNY XIE, Managing Director, FTI Consulting**

Johnny Xie is a Managing Director in the Export Controls & Sanctions offering in the Forensic & Litigation Consulting (FLC) segment at FTI Consulting, and he is based in Shanghai, China. He specializes in a wide spectrum of international trade and Customs subjects, including export controls and sanctions compliance, trade security and facilitation programs, classification, valuation, and rules of origin.

In addition to 11 years of working experience in China Customs, Johnny has been actively engaged for more than 12 years in helping China's regulatory bodies and trade communities develop and improve their export and trade control policies, regulatory implementation, enforcement mechanisms, and compliance practices. Johnny regularly assists companies with their trade compliance strategic reviews, export control and sanctions audits, and internal controls program development. Both multi-national companies and domestic Chinese companies benefit from his services that are recognized as systematic, practical, and useful.