

**2010  
Board of  
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Kollyn Kanz  
*US Bank*

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Sarah Stroth  
*N.F. Stroth &  
Associates*

**Vice President  
- Membership**

Diane Hudson  
*U.S. Com, Inc.*

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-

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*Panalpina, Inc.*

**Secretary**

Mandy Edwards  
*Stein, Shostak,  
Shostak, Pollack  
& O'Hara*

**Treasurer**

Bianca Barredo  
*Comerica Bank*

**General  
Counsel**

Bruce Leeds  
*Braumiller  
Schulz LLP*

**Scholarship  
Chair**

April Park  
*Comerica Bank*

**Membership  
Chair**

Glenn Patton  
*Roanoke Trade*

**Wednesday, January 19, 2011**

**ANNUAL STATE OF THE PORT ADDRESS**

With Invited Speakers from  
**U.S. Customs and Border Protection:**

**Ms. Anne Maricich**, Director, Center of Excellence and  
Expertise

**Ms. Erin Vespe**, Acting Assistant Director, Trade and Deputy  
Assistant Chief Counsel for Trade and Finance

**Mr. Edward Webb**, Supervisor, Los Angeles Field Office

Reception:6:00 PM.;Dinner 7:00 PM

**Proud Bird Restaurant**, 11022 Aviation Blvd, Los Angeles  
(near LAX)Tel: (310) 670-3093

As with tradition, WIT-LA will begin the new year with an address from our U.S. Customs and Border Protection (CBP) officials. Attendees will be apprised of a general briefing of the state of our local ports, as well as 2011 directives from CBP Headquarters. This important update will provide the international trade community with a better insight of what should be expected from CBP in the future. We will also hear of some innovation measures to help us be better prepared in our business.

Register online at [www.wit-la.org](http://www.wit-la.org) or e-mail to [info@wit-la.org](mailto:info@wit-la.org)  
and mail check payable to WIT-LA, P.O. Box 45980, Los  
Angeles, CA90045.

**\$50.00 Members**  
**\$60.00 Non-members & Walk-ins**

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*Services, Inc.*

## **Introducing WIT 2011 Board of Directors**

### **OWIT Representative**

Lilia Navarrete  
*LKN Global  
Enterprises, Inc.*

### **Directors**

Andrea King  
Warren  
*Coppersmith,  
Inc.*

Jackie Prince  
*American  
Airlines*

Elizabeth Glynn  
*Global Business  
Solutions*

Terri Batch  
*U.S. Commercial  
Service*

### **Kollyn Kanz**

Kollyn Kanz is a Vice President of US Bank's Structured Trade Finance Group. In this role, she works with companies to structure and provide short-term or multi-year financing packages to meet their specialized global needs. This is accomplished utilizing U.S. Government agencies, private insurance companies, forfaiting houses and other international financing tools. Prior to joining US Bank, Ms. Kanz worked for 10 years as a commercial lender specializing in trade finance. Prior to her banking career, she had 5 years credit and political risk insurance experience as an underwriter with Foreign Credit Insurance Association (FCIA) in New York and as a broker for Export Insurance Services in Atlanta. She began her career in international trade at the Atlanta Chamber of Commerce shortly after obtaining her Master of International Management degree from the American Graduate School of International Management (Thunderbird). Kollyn is actively involved in various charities and trade organizations including the Organization of Women in International Trade (OWIT), Thunderbird Alumni, and Big Brothers Big Sisters.

Kollyn first became active with OWIT in 1993 through a student chapter at Thunderbird. She subsequently became actively involved with the Atlanta and New York chapters. Upon arriving in Los Angeles in 1998, she joined WIT-LA and actively participated on the board in various roles including Newsletter, Scholarship Committee, Treasurer, Vice President, President and Chairperson. She also served on the Executive Committee of OWIT as Treasurer in 2008.

### **Bruce Leeds**

Mr. Leeds is an attorney at law and of counsel to Braumiller Schulz LLP, a Dallas-based law firm. He works from Los Angeles and concentrates on export and import compliance matters.

Prior to Dec. 1, 2009, Mr. Leeds was a Senior Export/Import Advisor in the corporate Global Trade Controls organization of

The Boeing Company. His primary assignments included training, bonds and powers of attorney, Customs disclosures and enforcement issues, and handling export, import and Customs related regulatory and legislative matters. Mr. Leeds assisted with implementation of the Customs-Trade Partnership Against Terrorism (C-TPAT), ACE Portal and Importer Self-Assessment (ISA) programs within Boeing. He also provided technical assistance on US and non-US export and import compliance and supply chain security issues.

During his career in industry Mr. Leeds held export and import compliance positions at Hughes Aircraft Company, Hughes Space and Communications Company, and Boeing Satellite Systems, Inc. He started his career with U.S. Customs in Los Angeles, holding Import Specialist and Team Leader positions at LA/Long Beach Harbor and LAX. Mr. Leeds is a US Army veteran.

Mr. Leeds holds a B.A. from California State University Los Angeles and a J.D (Cum Laude) from the University of West Los Angeles School of Law. He is a member of the California State Bar Association, holds a Customs Broker license and a Certified Customs Specialist designation. He has taught customs broker courses and other classes for the Foreign Trade Association for 28 years.

His experience and appointed positions include Past President of the Export Managers Association of California and Foreign Trade Association of Southern California; Former Chair of the Departmental Advisory Committee on the Commercial Operations of US Customs & Border Protection (COAC); Member of the Private Sector Consultative Group to the World Customs Organization; Member of the Board of Governors of the American Association of Exporters & Importers; and General Counsel to Women in International Trade – Los Angeles

### **Mandy Edwards**

Mandy Edwards is a member of the law firm of Stein, Shostak, Shostak, Pollack and O'Hara. Her areas of expertise involve a wide variety of Customs and international trade issues, including tariff classification; seizure, forfeiture,

penalty and audit cases; intellectual property rights protection; free trade agreements; and import requirements of other federal agencies such as FDA and CPSC. She received her Juris Doctorate from the George Washington University Law School and her B.S. in biological sciences from the University of California at Santa Barbara. Prior to her employment with the law firm, Ms. Edwards served as an intern at the U.S. Patent and Trademark Office and the United States Court of Federal Claims. In addition to WIT-LA, she is also a member of the International Trade Bar Association. Mandy joined the WIT-LA Board in 2010 as Secretary.

### **Bianca Barredo**

Bianca Barredo is Vice President for Comerica Bank's middle market corporate banking group. She has been with the bank since 2005 and is responsible for lending to companies with revenues from \$25 to \$500 million. Bianca graduated magna cum laude from the University of Southern California with a bachelor's degree in Business Administration, emphasis in Corporate Finance. She is currently working on her MBA at the UCLA Anderson School of Management.

Bianca contributes her time to youth education by teaching financial literacy through Junior Achievement. In addition, she has also been involved in the academic mentorship program at Banning High School in Wilmington through the non-profit organization International Trade Education Programs. Furthermore, she is a scholarship ambassador for a professional network, the National Society of Hispanic MBAs. Bianca has served on the Los Angeles chapter of Women in International Trade board since 2008 as Co-Treasurer.

### **Akary Busto**

Akary Busto is currently Assistant Vice President of HSBC USA, one of the largest banking and financial organizations in the world with over 8,000 offices in over 87 countries and territories. She is responsible for Business Development within the California Business Banking Group in the South Bay working with companies of up to 30 million dollars in revenue. She has over 6 years of Business Banking

experience and has held her current position for a year. Akary focuses on promoting the flexibility of services that the bank offers through a variety of strategic international solutions that she helps develop for businesses that have a global footprint. She graduated locally from CSULB with a major in History and a minor in Women Studies.

### **Lilia Navarrete**

Lilia Navarrete is a Consultant in International Business Practices and Marketing and an instructor of Global Business and Management at the graduate level for a local university. For over 10 years, she has provided domestic and international companies with international business plans including marketing solutions, strategic planning, financial analysis, business process reengineering and international business processes for marketing to multi-cultural markets in the U.S. and abroad. Her areas of expertise include Latin America, Europe, Eastern Europe, and Southern Africa. Her research interests include multi-cultural business communication and marketing as well as international trade policy. She has conducted on-site studies in Europe, Mexico, Russia, Southern Africa, Japan and Hong Kong. Previously, Ms. Navarrete enjoyed a 20-year career in International Transportation.

Ms. Navarrete earned her MBA degree in 1998 at Loyola Marymount University with emphasis in International Finance and Marketing where she also earned an International Business Certificate after an on-site study in South Africa, Zimbabwe and England. She completed her BS degree in Business Administration majoring in International Business with a minor in Economics from California State University Los Angeles. She joined WIT-LA in 2001, has served on the WIT-LA board of directors as Chair of Media Relations and editor of our newsletter, *The LA-WIT* in 2002, 2003, and 2004, and currently serves as OWT Representative.

### **Wayne Jepson**

Wayne is the Head of Sales at Panalpina, a major logistics and supply chain provider. Previously, he was at KRIEGER

Worldwide where he had overall responsibility for their Freight Forwarding, Brokerage, Sales and Warehouse & Distribution activity.

During his career, Wayne has lived and worked internationally in a number of countries including USA, Canada, South Africa, Australia, UK, Europe, China, Saudi Arabia, Kuwait, Bahrain and United Arab Emirates. Wayne serves on the Education Committee of the FTA and sits on the Advisory Board for the International Trade Academy for the Port of Los Angeles. Wayne joined the WIT-LA Board of Directors as part of the Program Coordination Committee and created and headed up the Fundraising Committee in 2010.

### **Ivor Baum**

Ivor Baum is Director of Marketing and Operations at FCL Logistics. FCL Logistics is a U.S. Customs and Border Protection Centralized Examination Station (CES) and offers integrated cargo logistics services.

### **Erick Costa**

Erick is the Technology Manager at Norman Krieger where his primary role is to be the project manager for every project that involves technology and optimize the work procedure for all of their users. Prior to this role, he served as Network Engineer for Krieger and worked as a contractor for Robert Half Technology. He was born and raised in Brazil, attended high school in Michigan, and returned to Brazil to study Computer Science at the Brazilian Institute of Technology.

### **Diane Hudson**

Diane Hudson is a Supply Chain Management specialist with expertise in Import Compliance, Export Compliance, Marine Cargo Insurance, C-TPAT Certification and NAFTA Regulations. She is skilled in optimizing and refining processes to efficiently manage international cargo movement and costs to include Customs clearance for both US Import cargo as well as US Export cargo cleared elsewhere. Diane completed her BA degree in International Business, Spanish emphasis with a minor in French from California State University,

Fullerton. She also holds a Certificate in International Marketing from California State University, Fullerton and the Orange County Marketing Association. She has served on the WIT-LA Board of Directors as Membership Co-Chair in 2007, Vice President in 2008, President in 2009, membership in 2010 and will head up the Scholarship Committee in 2011.

### **Glenn P. Patton**

With over 16 years of insurance industry experience, Glenn Patton is a Vice President for Roanoke Trade Services, an affiliate of Watkins Underwriters at Lloyds and a member of Munich Re. He is a licensed insurance broker specializing in risk management, cargo insurance, errors & omissions, property/casualty and bonds for transportation related risks. Glenn has a broad base of clients from Southern California to the New York tri-state area and is active in local associations. He contributes his expertise by performing several training and risk management workshops for his clients and other trade groups, and has also been a speaker at the Air Freight Forwarders and National Customs Brokers and Freight Forwarders annual meetings. Glenn joined Roanoke Trade in 1998 as a claims adjuster; prior to joining Roanoke Trade, Glenn worked at a property and casualty brokerage firm. He is a graduate of California State University, Northridge with a degree in Finance. Glenn joined the WIT-LA Board in 2010 and will head up the Membership Committee in 2011.

### **Khim Lim**

Khim Lim joined Carmichael International Service in 1996 to help expand Carmichael's business development efforts and to promote the freight forwarding and logistics business. Over her last 14 years of service, she has helped in the development of an extensive worldwide agency network and a portfolio of logistics offerings built upon customer-satisfaction.

Ms. Lim began her career in logistics at Sea-Land Singapore as their first Management trainee upon graduating from the National University of Singapore with a Bachelor of Business Administration. Throughout her tenure at Sea-Land, Ms. Lim excelled in a career in sales and was appointed in 1989 as

the Regional Manager, Market Support and Analysis at their S.E. Asia Regional Office. In 1992, Ms Lim moved to Southern California after accepting an offer by DSL Transportation Services Inc (acquired by Maersk), an NVOCC based in Southgate, CA, as a Sales Representative for Southern California.

Supported by an extensive background in business development and logistics sales and a strong desire to learn, she explored the challenges of the Customs brokerage business and embarked on a long and successful career at Carmichael.

### **Andrea King Warren**

Andrea King-Warren is the Corporate Administration Manager for Coppersmith Global Logistics based at their headquarters in El Segundo, CA. She is responsible for Administration and the Customs Bond Program for Coppersmith. Andrea has been in the Customs Brokerage/Freight Forwarding industry for 20 years dealing with many different aspects of international transportation and with Coppersmith for the last 16 years. Currently she resides with her husband in San Pedro, California.

### **Terri L. Batch**

Mrs. Terri L. Batch is a Senior International Trade Specialist with the U.S. Department of Commerce, U.S. Commercial Service in West Los Angeles. Terri heads the Global Design and Construction Team that consists of Specialists throughout the world focused on assisting U.S. companies in the fields of architecture, construction & engineering services, building products, construction equipment, greenbuilding & sustainable development, and interior design. As a Senior International Trade Specialist Terri offers export counseling to companies in the building and construction, after-sales automotive, processed food and food equipment, general consumer goods, and consumer electronics industries.

Prior to joining the U.S. Department of Commerce, Terri worked as a web designer, an independent consultant to small businesses and municipalities, and in post-secondary



education. Terri received a B.S. in Computer Science from Spelman College, and a Master's of Public Administration degree from the University of Southern California. In addition to her professional degrees, Terri spent two years at language training institutes in Beijing, China and Taipei, Taiwan and speaks Mandarin Chinese at an advanced level. Terri has a professional designation as a Global Logistics Specialist from California State University Long Beach and is a Certified Global Business Professional from NASBITE. Terri is married with two daughters. Terri has served on the Programs Committee since 2008.

### **Mary Elizabeth Strom**

Mary Elizabeth Strom has worked in international trade for 30 years. Trained in all aspects of Customs brokerage, she worked in both operations and management at a couple of prominent national Customs brokerage firms. She is currently working on the "other side of the fence" as an importer at American Honda Motor Company in Torrance, CA. Mary will be joining the WIT-LA Board in 2011 as part of the Programs Committee.

### **Elizabeth Glynn**

Elizabeth Glynn is an Export Adviser and Global Trade Educator with Global Business Solutions. Previously, she was Business Development Director, Custom Programs, at UCLA Extension, one of the nation's largest and most comprehensive providers of continuing education and lifelong learning where she worked with companies and organizations (government, education, non-profit) to provide onsite contract professional development/ training programs. Previous to UCLA Extension, Ms. Glynn was an export advisor for a space communications group. As Project Manager for Western Trade Adjustment Assistance Center (at USC), Elizabeth facilitated turn-around projects with companies impacted by import competition. As a consultant, she developed and implemented the startup of the export operations for a medical products manufacturer that resulted in expedited growth to Europe, Asia, and Latin America. As international manager for a photo products company, she streamlined the global transportation infrastructure; managed

export, import, and foreign-based transactions; facilitated multi-country shipments, free trade zone projects; and negotiated letters of credit, marine cargo insurance.

Since 1998 Elizabeth has taught at UCLA Extension (International Freight Management) and the University of La Verne (Global Business Management, Culture & Gender Issues in Management). She has presented customized programs for multiple China delegations (UCLA Extension) and various customized programs for UC Riverside's International Professional programs. Other seminar topics presented include Global Logistics, Global Business Practices, and Effective Communication in International Trade.

Ms. Glynn holds a M.I.M. degree from the Thunderbird School of Global Management and a B.A. in Linguistics and Spanish from the University of California, Irvine (CA). Elizabeth is an active Board Member of FTA and has served on the WIT-LA Board since 2005. In addition to serving on the Membership and Marketing committees, Elizabeth is in charge of the Annual Day at the Races Event held each May.

### **Bronwen Madden**

Bronwen Madden joined the CITD at El Camino College in 2006 as the Deputy Director. In this capacity, she provides export/import assistance to the Los Angeles area business community including trade mission support, educational seminars, international market research and trade counseling. Ms. Madden also helps manage several grants focusing on trade capacity building, international trade compliance and enabling exports in the aerospace and green/clean technology industries.

Formerly, Ms. Madden worked for the State of Missouri, International Trade & Investment Office from 2000 to 2006. She served as an International Business Manager, assisting businesses trade in the Americas, Europe, Eastern Mediterranean and Japan as well as attracting FDI. Ms. Madden also served on the Missouri Governor's Commission for Hispanic Affairs as the ex-officio member for the Department of Economic Development under Governor Holden and Governor Blunt. Previously, she was an

International Student Advisor at the University of Missouri – Columbia.

Ms. Madden received an Executive Master in International Business from the Boeing Institute of International Business, John Cook School of Business at Saint Louis University and her Bachelor of Arts from the University of Missouri - Columbia in Interdisciplinary Studies with an emphasis on International Relations, Economics and Peace Studies; Minor in Spanish. She has been awarded the Certified Global Business Professional (CGBP) designation from NASBITE International.

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**Cooperating Organization Events**

FTA's "Connecting to the World"

Guests, Hosts and Gifts: Business Practices for a Collaborative World

Tuesday, January 11, 2011

Toyota Motor Sales (USA)

19001 W. Western Avenue

Torrance, CA 90501

Registration: 8:15 a.m.

Workshop: 8:30 - 10:00 a.m.

Los Angeles Chamber of Commerce

Third Annual Americas Business Forum

March 2-3, 2011

UCLA