

*Women in International Trade*  
*- Los Angeles -*

*Fourth Annual*  
*Global Trade Awards*  
*2016*





**2016  
GLOBAL TRADE AWARDS**



*Women in International Trade  
- Los Angeles -*

*4th Annual  
Global Trade Awards*

*Gala*

*6:00 pm*

*October 6, 2016*

*at the*

*Sunset Conference Center*

*Holiday Inn*

*Long Beach Airport Hotel*



## LETTER FROM THE MAYOR



October 6, 2016

Dear Friends,

On behalf of the City of Los Angeles, welcome to the Women in International Trade-Los Angeles' (WIT-LA) 4<sup>th</sup> Annual Global Trade Awards Gala, a celebration of our city's economic strength and prosperity.

For over three decades, WIT-LA has recognized women leaders and promoted global trade in Southern California. WIT-LA provides a platform for international trade education, seminars, and networking - connecting its members to the Organization of Women in International Trade network of over 3000 members worldwide.

The City of Los Angeles continues to invest in its ports, transportation infrastructure, and in businesses here at home. It is the responsibility of our city to assist our local businesses to embrace and succeed in overseas markets. This is why I am launching a new export program that will help attract, educate, and assist our companies in selling abroad.

Congratulations to Federal Maritime Commissioner Rebecca Dye who was selected as this year's Outstanding Woman of the Year in International Trade. I also extend my congratulations to Guy Fox for his lifetime support of women in global trade and for being a champion of the Southern California trade community. I would also like to congratulate Kim Ngo, Rosa Hearn, Billie Sullivan, Robert Krieger, and Thai Huong.

To all attendees, I wish you a splendid event and much success in supporting international trade.

Sincerely,

ERIC GARCETTI  
Mayor



## MESSAGE FROM THE PRESIDENT



October 6, 2016

**Welcome to WIT-LA's Fourth Annual Global Trade Awards Gala!**

On behalf of Women in International Trade, Los Angeles (WIT-LA), I would like to thank you for attending our 4th Annual Global Trade Awards Gala this evening as we commemorate a great year of programming and events in celebration of WIT-LA's more than 30 years of participation in the international trade community.

Tonight's event highlights this year's educational programs and global networking platform as we honor the trailblazers and catalysts in the international trade community.

WIT-LA takes pride in recognizing women leaders from as far away as Washington D.C. and Vietnam, and as close to home as Southern California area. I want to personally congratulate all the Global Trade Awards Winners.

Tonight, we take a few moments to recognize and honor women who have excelled in international trade and transportation, and contributed to global economic growth, whose efforts and accomplishments in conducting and promoting international trade have been exemplary. We believe that by recognizing and celebrating these outstanding leaders and influencers who have made unique contributions to our community and the international business arena, we expand the sphere and value of international trade.

We're honored to host the Global Trade Awards Gala as we celebrate with an evening filled with collegiality, excitement, and pride for the entire international trade community. I'd especially like to thank Mayor Garcetti for recognizing our efforts and for congratulating our award winners. I also want to recognize and express our appreciation to our dignitaries from foreign Consulates, and thank them for supporting us in recognizing such accomplished individuals.

We are so grateful for the support of our sponsors: The Port of Long Beach and PricewaterhouseCoopers (PwC), as well as other contributors to this important event. I'd also like to extend my gratitude to the DEC and the U.S. Commercial Service, wonderful organizations, that have partnered with us for this event. I sincerely extend my gratitude to the WIT-LA Board for all their hard work, and to our volunteers who are making this event so elegant and enjoyable. Without everyone's support, WIT-LA's educational programs and celebratory programs such as this would not be possible.

I look forward to sharing a memorable evening with you tonight!

Warm regards,  
Lilia C. Navarrete  
President  
Women in International Trade—Los Angeles (WIT-LA)





2015 Recipients of Bob Kleist Leadership Award  
**Leading Organization Promoting International Trade for Southern California**

*Providing professional and personal enrichment and a platform for global networking*



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## OUR STORY

### Southern California Organization With Global Reach

In 1985, a group of women from the Los Angeles area formed Women in International Trade - Los Angeles (WIT-LA) with the objective to advance career and trade opportunities for women in Southern California.

Today WIT-LA is recognized worldwide for building ongoing trade relationships within and between global communities. After more than 30 years of providing educational programming and networking opportunities, our organization is now well positioned to further the advancement of women and men in international trade in Southern California. By expanding our global horizons and building strong business relationships, our organization will continue to grow and is committed to serve our international trade community so that it thrives and excels as one of the leading centers of international trade around the world.



WIT-LA, achieves global reach by its affiliation with OWIT - Organization of Women in International Trade - a non-profit professional organization with over 3,000 members worldwide and operating since the late 1980's designed to promote women doing business in international trade by providing networking and educational opportunities.



**WIT-LA**  
*Leading Organization Promoting International Trade in Southern California for over 30 years*

OWIT's values and philosophy embrace its mission statement: United around the globe to foster international trade and the advancement of women in business. Its growing network continues to provide a collective forum to support education, to facilitate information exchange and to promote networking.

WIT-LA was one of the founding OWIT chapters and is part of a growing list of chapters that span the globe covering a multitude of countries and regions including the U.S., Canada, Europe, Latin America, Asia and Africa. over

OWIT is recognized worldwide for building ongoing trade relationships within and between global communities and enabling members to expand their client base and alliances throughout its network.

Women in International Trade Los Angeles (WIT-LA), is a leading non-profit association with a focus on helping its members develop and execute global trade opportunities. Championing a results management approach, our chapter members strive for the highest standards of business ethics and expertise in all aspects of international and domestic trade.



Our diverse membership of women and men within the Southern California area are professionals from all facets of international trade, industries and business sectors, not limited to: banking and finance, communications, customs and trade law, education, government and diplomacy, import/export compliance, insurance and risk management, technology, transportation, and other trade-related services. Our members share knowledge, mentor youth and peers, connect with counterparts in other countries and exchange business contacts and referrals. WIT-LA's strength is the global expertise of our members who have a strong focus on planning and executing business opportunities involving international trade.

WIT-LA believes in extending educational opportunities beyond our professional programming. We strive to have a local as well as global impact on education for our youth around the world. To meet that goal, WIT-LA is proud to provide annual scholarships to two local college students, contribute financial support to

our preferred charity, Room to Read, in their efforts to end the cycle of poverty one child at a time by building schools and libraries and providing long term scholarships to girls in the developing world.

WIT-LA's values and philosophy are embraced in its mission statement; "Providing professional and personal enrichment for the women and men in international trade" in the Southern California area. Supporting this mission, we provide educational programming to enhance and advance the career opportunities of our members. Our continuously increasing business network continues to provide a collective forum to support education, facilitate information exchange and promote networking. In pursuing these goals, WIT-LA strives to provide a rewarding volunteer environment, to stay at the forefront of trade and technological developments, and to work in sensitive cooperation with peers and alliances.



# *The Vision*

## **OF THE GLOBAL TRADE AWARDS GALA**

**WIT-LA is very proud to present a premier one of a kind event in the Southern California area that recognizes women influencers in international trade.**

We are thrilled to see this program come to fruition. By recognizing and celebrating outstanding women leaders through acknowledging their accomplishments and unique contributions to our community and to the international business world, we believe that WIT-LA is instrumental in helping expand the sphere and value of international trade, not only to our local, but also to the national, and global economies.

WIT-LA's Global Trade Awards Gala draws individuals together from the international trade community. It recognizes and celebrates international trade and women who have made a difference by serving as role models and by laying the groundwork to advance international trade. We all are paving the way for others to successfully expand their business internationally as we strengthen the vision of a more integrated world of international trade.

WIT-LA's goal in presenting the Global Trade Awards at this 4th Annual Gala in 2016, and those to follow in coming years, is to heighten awareness of the critical importance of international trade in Southern California, and to recognize the far reaching effects and powerful impact generated by the Ports of Los Angeles, Long Beach, and Hueneme, and the Los Angeles World Airport on not only our local, regional, and national economies, but also on the global economy. WIT-LA is proud to celebrate the importance and magnitude of this effect on international trade.

WIT-LA is committed to our vision of service in support of sustained, profitable growth for all enterprises, organizations, agencies, and entities whose charter and mission includes participation in, or support of, international commerce. Our Annual Global Trade Awards Gala recognizing the contributions and achievements of those who lead and share this vision now and in the future will continue in pursuit of fulfilling our vision.



# *Program*

**5:30 PM** *Registration*

**6:00 PM** *Reception and Networking*

**7:00 PM** *Welcome*

*Opening Remarks*

*Dinner*

*Special Guest Speaker*  
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**8:00 PM** *Presentation of Awards*

International Trade Catalyst of the Year Award

WIT-LA Member of the Year Award

Innovative Exporter of the Year Award

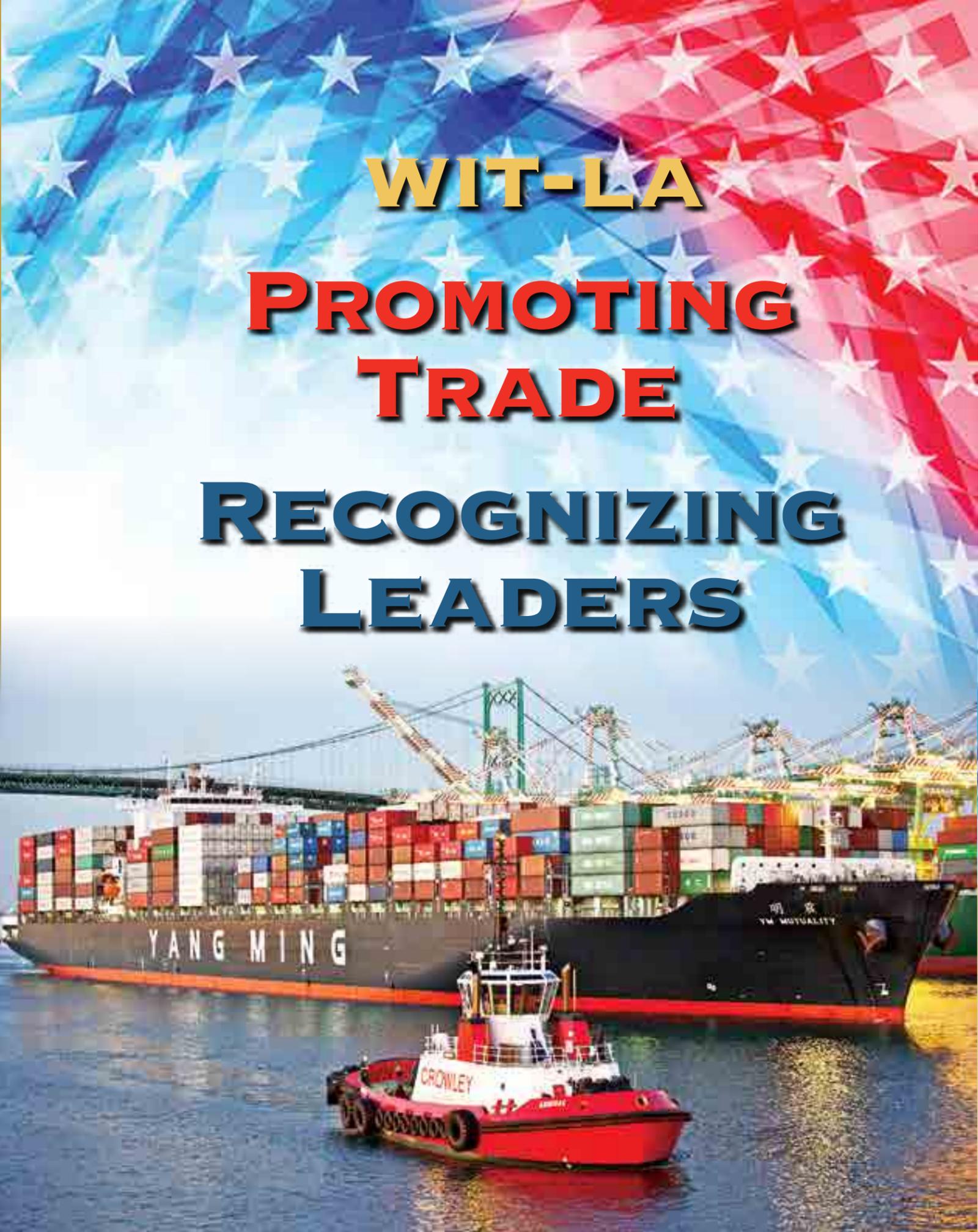
Innovative Importer of the Year Award

Global Trade Ambassador Award - Vietnam

Special Guy Fox Award

Outstanding Woman of the Year Award

**10:00 PM** *Closing Remarks*



**WIT-LA**  
**PROMOTING**  
**TRADE**  
**RECOGNIZING**  
**LEADERS**

**WIT-LA'S**  
**GLOBAL TRADE AWARD**  
**WINNERS 2016**

*Global Trade Awards*  
**WOMEN IN INTERNATIONAL TRADE**  
— LOS ANGELES, 2017

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IN INTERNATIONAL TRADE  
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GLOBAL TRADE AMBASSADOR - VIETNAM  
MME. THAI HUONG

# Congratulations, Commissioner Rebecca F. Dye!



## OUTSTANDING WOMAN OF THE YEAR IN INTERNATIONAL TRADE

### Commissioner Rebecca F. Dye FEDERAL MARITIME COMMISSION

Commissioner Rebecca F. Dye was originally confirmed and served two terms for the Federal Maritime Commission (FMC) under President George W. Bush, served two additional terms under President Barack Obama, and confirmed all four times by the United States Senate. Earning her law degree from the University of North Carolina, Chapel Hill, she served as a commissioned officer, attorney - and later as law instructor of the United States Coast Guard Academy. Prior to her appointment to the FMC, Commissioner Dye served as Counsel to the Transportation and Infrastructure Committee of the U.S. House of Representatives advising Members of Congress on issues pertaining to commercial shipping, international maritime agreements, oil pollution, and maritime safety and law enforcement along with consulting on the Federal Budget and Financing Processes. She served as White House Military Social Aide during the Carter and Reagan Administrations, and enjoys the honor of being the first woman to act as Senior White House Military Social Aide for the Coast Guard.

Recognized as one of our nation's most experienced public policy leaders in international cargo transportation, Commissioner Dye worked across the aisle on Capitol Hill to enact successful solutions to major maritime transportation safety, security, and environmental challenges. She is respected by her peers and staff alike for her depth of knowledge and strong leadership ability. In addition, Commissioner Dye has been an active mentor and sponsor of talented women and men in the public and private sectors during her career.

On the advice of a favorite law professor while in college, Commissioner Dye accepted a commission as a U. S. Coast Guard Lieutenant in 1979 - which ultimately set the course of her career in both the military, and ultimately in international and maritime policy. Commissioner Dye resumed her career in international and maritime policy upon exiting active duty, and in 1987, accepted a maritime



counsel's position on the Merchant Marine and Fisheries Committee in the U.S. House of Representatives. In 1995, Commissioner Dye became Staff Director of the Coast Guard and Maritime Transportation Subcommittee on the Transportation and Infrastructure Committee.

Earning the reputation as a skilled negotiator able to work across party lines in accomplishing policy objectives, her leadership was crucial

in the enactment of major legislative solutions to economic, security and environmental crises, including:

Oil Pollution Act of 1990 - following the Exxon Valdez oil spill in Prince William Sound, Alaska

Ocean Shipping Reform Act of 1998 - deregulation of international ocean shipping;

Maritime Transportation Security Act of 2002 - established port and vessel security regime following the attacks of September 11, 2001

Commissioner Dye is an extremely credible supporter of free market solutions to commercial problems and an opponent of overregulation. She has presented internationally on competition law and policy, port congestion, and supply chain efficiency. She maintains an active interest in leadership training and employee engagement, as well as honing decision-making skills by individuals serving on public and private governing boards.

Commissioner Dye has continued to mentor and sponsor women and men at the Federal Maritime Commission and in the international shipping industry. She is active in several nonprofit organizations, including the International Women's Forum, Executive Women in Government, and the White House Military Social Aides Association.

*Thank You,  
Guy  
Fox!*

*The Wind Beneath Our Wings!*

**Guy Fox &  
Associates,  
Inc.**

**Seafarers**

**DEC**  
NATIONAL  
DISTRICT EXPORT COUNCIL  
Working for America's Exporters

## GUY FOX SPECIAL AWARD

### *Guy Fox* GUY FOX & ASSOCIATES, INC



W. Guy Fox is President of Guy Fox & Associates, Inc., international consulting firm specializing in supply chain management, contract negotiations, structuring strategic alliances, and infrastructure analysis, is frequently referred to as one of the most influential individuals in the international trade arena in Southern California. A former Chairman of the Board of Global Transportation Services, Inc., an International Freight Forwarder for both Air & Sea freight, NVOCC Container Consolidator & Licensed Customhouse Broker, Fox has over 40 years experience in the logistics industry and is well respected in the trade community. His credentials and expertise include, but are not limited, to appearances on CNN News, USA Network and Bloomberg News, "Straight Talk" with Host Art Levine, Past President and Chairman of Foreign Trade Association/SoCal and Los Angeles AirCargo Association ~ his credentials are numerous and phenomenal. He is Chairman Emeritus of the District Export Council of Southern California by "Appointment of the Secretary of Commerce of the United States of America".

Guy was chosen as recipient for WIT-LA's Special Award this year for his ardent support and encouragement of women in trade and transportation throughout the many years of his career. His continual support and appreciation of Women In International Trade/Los Angeles and parent organization OWIT for maintaining a neutral political stance while being activists in advancement of opportunities on a local and global basis for women in the trade and transportation arena. He has - for years - been the "wind beneath the

wings" of women in global trade, and his unifying efforts in the ever-changing and continuing development of the industry as well as providing opportunities for the advancement of women in business and community engagement is outstanding.

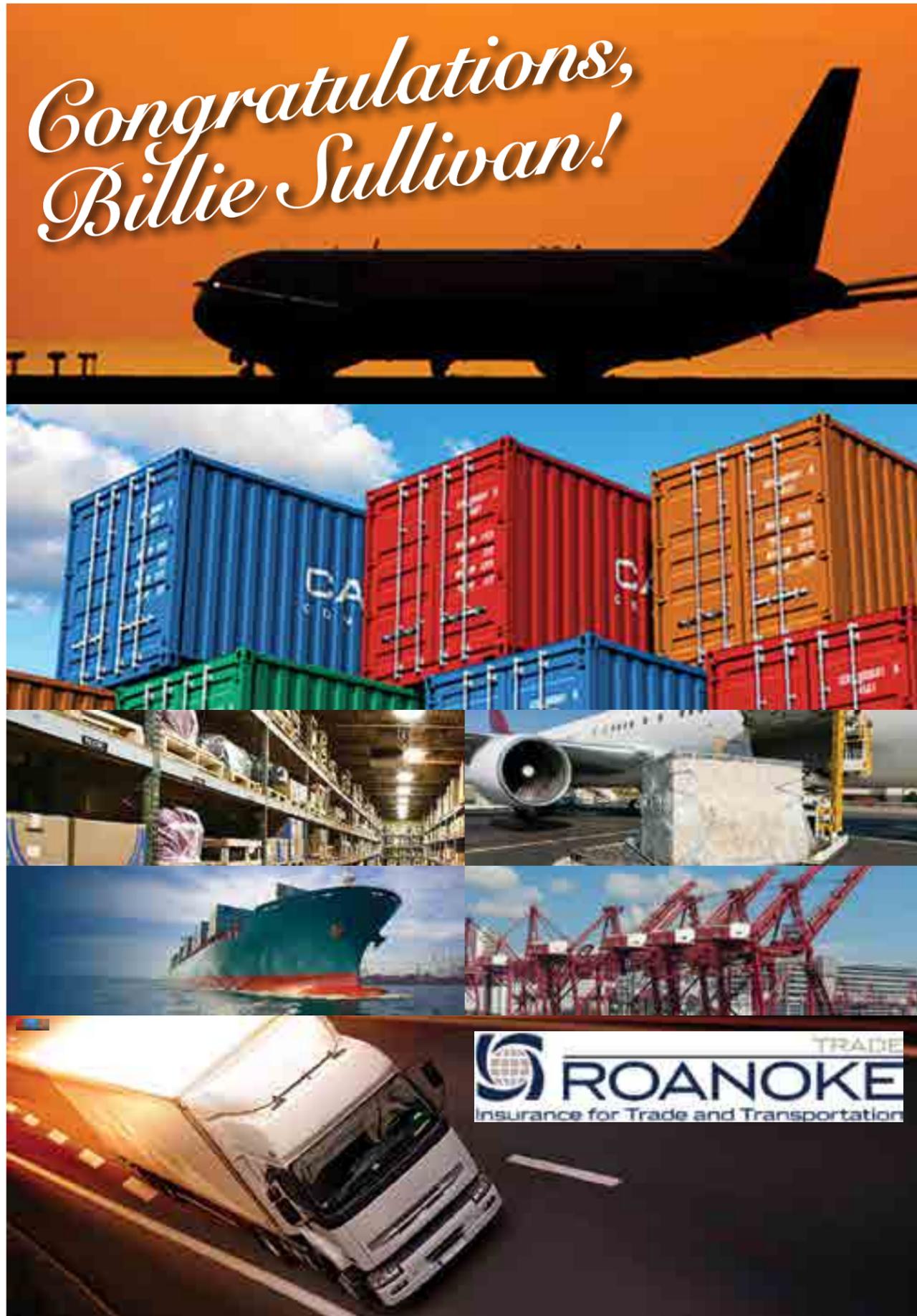
One of Guy's most endearing qualities is his ability to uniquely challenge women to challenge themselves in order to accomplish their goals. In recognition of Mr. Fox's contributions and efforts towards the advancement of international trade and professional empowerment of women locally, regionally and worldwide, WIT-LA is proud to announce the establishment of the "Guy Fox Award" that will be awarded annually in recognition of men who distinguish themselves through their efforts for empowering women in global trade as Guy Fox has so steadfastly done his entire professional life.

Fox is a graduate of Pepperdine University and holds a Master's Degree in Business Administration, Presidential Key Executive MBA, and has earned lifetime teaching credentials for the State of California. He also received a "Certificate of Completion" from the International Institute of Studies and Training, Tokyo, Japan on the economics of Japan. He is married to wife Mary Ann and resides in Yorba Linda, California. He has two children - Kristina and William, daughter-in-law Melinda and son-in-law George Mathews, and two beautiful granddaughters Madisyn Amber Fox and Alexandria Bernadette Mathews. In his spare time, he plays golf and is a member of Alta Vista Country Club, and spends time with his Granddaughters, and his much-beloved fur-baby ~ rescue dog "Sadie"!



*Global Trade Awards*  
WOMEN IN INTERNATIONAL TRADE  
- LOS ANGELES, 2017

*Congratulations,  
Billie Sullivan!*



## INTERNATIONAL TRADE CATALYST OF THE YEAR

*Billie R. Sullivan*



When Billie Sullivan walked onto the floor at Lloyd's of London – being the first American woman ever invited to sit in an underwriters' box and given a "pen" (underwriting authority), several of her male counterparts that day were so incensed that a woman was sitting in the underwriters chair that one actually walked up to the sitting underwriter demanding she be sent away. What a shock for all those guys she had been working with for years – they had to come to grips very quickly that the "expert" they had been dealing with in the United States wasn't a "guy" Billie ~ but was indeed a woman.

The woman who has been impacting the marine insurance and transportation industry for over 40 years, Billie's perseverance to absorb everything possible about her chosen field and hold herself to the best standards possible led to this unique opportunity, and ultimately opened the door for other women – American and non alike - to seek and obtain underwriting authority not only with Lloyd's, London, but with all insurance companies. Today, women are widely accepted as Marine Underwriters in large part because of Billie's example – if she had turned out to be a "dud", those guys would have slammed the door on another female sitting in an underwriter box for a very, very long time.

Billie holds clients and co-workers alike to standards that are in themselves "insurance" by setting work models to provide the first line of defense in an ever litigious world. Her adherence to law for transportation intermediaries has "stamped" her and her support team alike as being experts on solving transportation insurance problems for her clients and ultimately their clients, her grasp of legal issues involved in

transportation in its ever-evolving state into surface freight forwarding is phenomenal.

Her willingness to share the accumulated knowledge gained throughout her career is better than a college degree. Unlike many corporate women in her position of strength within the industry, Billie's willingness to engage others on a ground level and pull them through the learning process with her is admirable ~ if you're willing to learn, she's more than willing to teach.

"I've always perceived my role as that of an educator. Although I have dedicated my insurance career to the air freight forwarding industry, as the air freight industry has expanded into air freight trucking, I continue to broaden the scope of my knowledge and education to include both worlds. The more I can teach my customers about their liability exposures and risk management, the greater the opportunity to lessen their losses and strengthen their business ties with their own customers. It's a privilege working with such dynamic people in the transportation industry!"

Billie is a licensed insurance broker with the State of California, an approved Lloyd's CoverHolder for over 35 years presently holding underwriting authority for the Munich Re Syndicate Ltd. She has served on the board of the Air & Expedited Motor Carrier Association since 2003, been a member of Airforwarders Association since 1990, serves on the conference planning committee for AEMCA's AirCargo 2017, and is a member of Transportation & Logistics Council, Los Angeles Air Cargo Association, and Marine Underwriters of Southern California.



*Global Trade Awards*  
WOMEN IN INTERNATIONAL TRADE  
— LOS ANGELES, 2017

# WIT-LA Appreciates Robert Krieger! Congratulations!



## WIT-LA MEMBER OF THE YEAR

*Robert Krieger*



Robert Krieger, although born in New York, moved to California at an early age and was raised in the Los Angeles area. He graduated from San Francisco State University in 1977 with a degree in Biology, and briefly attended medical school before joining Norman Krieger in 1979. While at Norman Krieger, Robert obtained his Customs Brokers License in 1982, and has held various positions at Norman Krieger until 1995 when he ascended to the position of President.

With Norman Krieger's platform as an International Freight Forwarder, Robert has focused on sharing his knowledge and expertise gained through the course of his career with others in the trade community. He has taught classes on Customs Brokerage, International Transportation & Logistics, and "How to Start an Import/Export Business" at CSULB and UCLA respectively, and through his experience and knowledge has presented to various groups in Hong Kong, Guanzhou, Melbourne, Sidney, Brisbane, Johannesburg, Cape Town, Durban, and Nuouvo Hamburgo. Krieger is a popular presenter at various trade associations including the Footwear Distributors and Retailers Association (FDRA), US Association of Importers of Apparel and Textiles (USFIA), California Fashion Association (CFA), and the Fashion Business Institute (FBI), has participated in two US Trade Missions, and has also served as a Director of the Foreign Trade Association of Southern California (FTA).

Robert actively engages his clients in participation at WIT-LA events and encourages them to explore the advantages of becoming WIT-LA members. His strong support for WIT-LA comes from the belief that WIT-LA

membership affords value to import/export companies in the networking opportunities WIT-LA membership affords, and for the educational programs made available for the international trade industry through WIT-LA's live events and webinars. He also encourages Norman Krieger employees to participate in WIT-LA events, and Employee Charlotte Brown is serving as WIT-LA's Membership

Chair for the 2016 Term of Office largely in part due to Robert's encouragement. His support of both WIT-LA and his employees at Norman Krieger is appreciated by all. "As a father of five daughters, I appreciate that WIT-LA gives women a place to network with their peers and to mentor & be mentored by other women in the trade community."

What makes Robert's contribution to WIT-LA unique is his support goes beyond telling clients and employees about WIT-LA, he shows his support through attendance at WIT-LA programs and functions, and by sharing his appreciation of the benefits of WIT-LA membership with everyone he knows. WIT-LA loves our members like Robert!

Robert is the proud father of six children. His hobbies include collecting art deco, watches, and fountain pens as well as enjoying hiking and camping with his family. Outside of his family, Robert's greatest passion is in helping import companies achieve their goals of on-time product delivery while sustaining full import rules & regulations compliance, and being able to take advantage of paying the lowest duties possible.

Thank you, Robert!



Global Trade Awards  
WOMEN IN INTERNATIONAL TRADE  
- LOS ANGELES, 2017



*Congratulations,  
Kim Ngo!*



## INNOVATIVE WOMAN EXPORTER OF THE YEAR

*Ms. Kim Ngo*  
CEO, ToBE, LLC



Ms. Kim Ngo is the current CEO of Nature Nano, and ToBe, LLC, a leading skin care company in Southern California. Ms. Ngo has been an innovator in the exporting of cutting-edge skin care technology products for the past fifteen years. In order to achieve success in this highly-competitive, constantly evolving multi-billion dollar industry, companies are continually looking for that next great break-through, and prior to her seat as CEO with Nature Nano, which manufactures Nature Nano Essential Oil blends, Ms. Ngo created her own specialized skin care line "ToBE Skin" based on technological advances that allowed her to deliver active ingredients deeper into skin and tissue through the utilization of stem cell and gold nano applications in the products. To ensure the purity of her skin care products, Ms. Kim established exclusive distribution rights to export stem cell skin products to countries throughout South East Asia and her home country Vietnam.

Realizing the specialized customer base her skin care line would appeal to, Ms. Ngo founded the Galaxy TV shopping network in the U.S. and Vietnam to develop her market share in the global marketplace and expand her user base for "ToBE Skin Care". This ultimately led to a broader marketing campaign through the use of social networking, website and social media exposures.

Ms. Ngo's brand is one of the elite few Asian skin care companies to promote and export its products utilizing this marketing method. Ms. Ngo continues to focus on increasing the distribution of her products throughout Asia, and has successfully negotiated the export of ToBe Skin Care products to Canada through her branding and marketing talent.

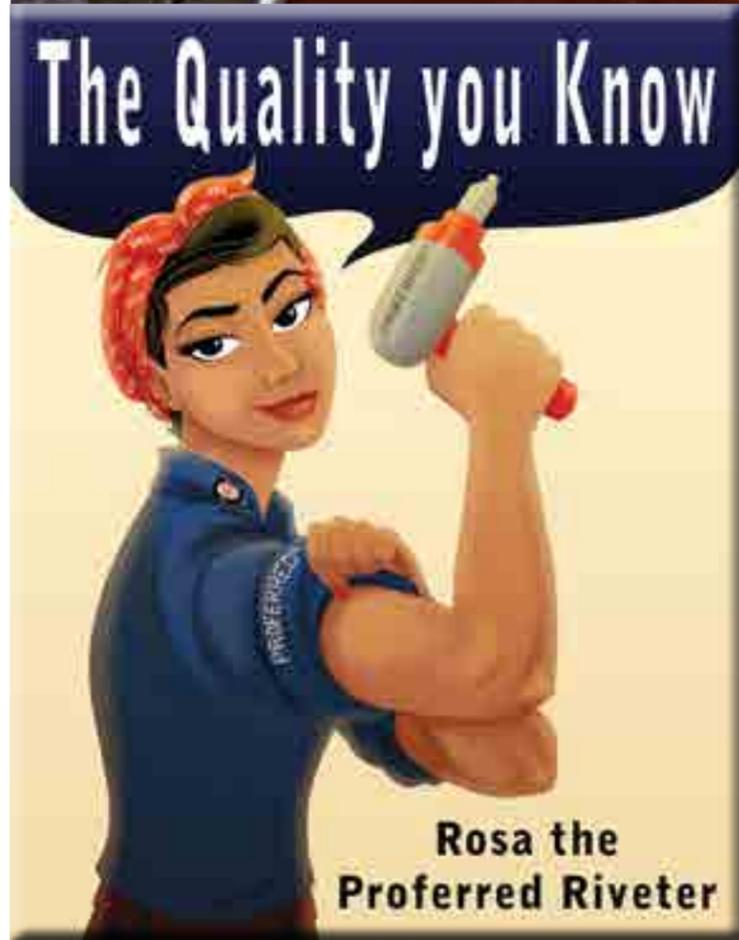
Ms. Ngo has utilized her influential skill set outside of the beauty and skin care industry through her KN Foundation, which has currently built three facilities in Vietnam and Cambodia to provide housing and education for foster children. Along with her personal donations which make up the bulk of the donations to the foundation, \$2.00 of each product sold is also donated to the foundation.

Kim Ngo is a current WIT-LA Member as well as an active member in numerous other charities such as Room to Read, and is a firm believer that through innovative business models and marketing, she can educate and inspire other women to become successful in all their endeavors.

*Global Trade Awards*  
WOMEN IN INTERNATIONAL TRADE  
— LOS ANGELES, 2017



*Congratulations,  
Rosa Hearn!*



**INNOVATIVE WOMAN  
IMPORTER OF THE YEAR**

*Rosa Hearn*



Rosa E. "Rosa the Proferred Riveter" Hearn, is the current Product Manager of the Executive Team at Brighton-Best International, the largest master distributor of fasteners (nuts & bolts) in the world. Already known as "Rosa the Riveter" (her name is Rosa, she sells rivets), Rosa set out on a mission to bring in new product lines to her company ~ and bring them in she did. From Taiwan to Malaysia, China to India, Vietnam, Korea, and Thailand and more, Rosa's efforts resulted in millions of dollars of new market share for Brighton-Best International (BBI).

Fasteners – typically being an unbranded product – posed a remarketing challenge which Rosa met head-on. She drafted an innovative and aggressive marketing approach to the company that yielded BBI the right to use the brand "Proferred" (Preferred by Professionals) for their fasteners which also evolved into Brighton's Proferred Tool and Safety lines of products ~ both of which are necessary in the installation of fasteners. Their Proferred Tool and Proferred Safety lines now are in direct competition with those of Makita, Hitachi, Stanley, Black and Decker, now compete in the same awards categories, and are sold in BBI's Proferred stores in the US, Mexico, UK, Trinidad, Australia and Tobago.

Rosa - a bit of a competitive spirit at heart – took her innovative vision a step further, and became the first employee to propose and sell the company's new line of Proferred Tools, earning her the new nickname "Rosa the Proferred Riveter". This self-branding was such a huge success with the employees and company that her counter-part "Proferred Pete" was created. For Rosa, this was just all in a day's work.

Ms. Hearn is on the Board of Directors for Women in the Fastener Industry (WIFI), a non-profit organization that provides mentoring, networking and educational opportunities for women employed in the industrial fastener industry, and is the current President-Elect for the upcoming 2017/2018 Term of Office for WIFI. Having served prior as Director of Mexico & Latin America regions for WIFI, Rosa was instrumental in helping other female employees in the fastener trade to negotiate better working conditions and salaries, as well as helped them develop strategies to overcome cultural stereotypes. Through Rosa's mentoring and encouragement, WIFI has a scheduled event in Mexico City in June 2017 to cultivate a chapter in Mexico and provide a networking hub to bring women in the fastener trades together in that country.

*Global Trade Awards*  
WOMEN IN INTERNATIONAL TRADE  
- LOS ANGELES, 2017



*Congratulations,  
Thai Huong!*



**GLOBAL TRADE  
AMBASSADOR OF THE YEAR**

*Mme. Thai Huong*  
**VIETNAM**



Madame Thái Huong, Chairwoman of Management Board of TH Group, is well-known as the Most Powerful “dairy woman” of Viet Nam, and has been honored as one of Asia’s 50 Power Businesswomen by Forbes in 2015 and 2016 for her revolutionary contributions to the dairy market of Viet Nam. She was awarded the “Gulfood Outstanding Achievement Award” for her contribution in the “clean and fresh milk revolution” in Vietnam at the world’s biggest annual food and beverage exhibition, Gulfood Dubai 2016.

“My passion for bringing health and well-being to others began when I chose to change the fact that there was no fresh milk available in my home of Hanoi, Vietnam. By establishing farms in the countryside on the outskirts of Hanoi, I am working to make fresh milk available to every child in Vietnam. I started ‘Total Happiness Naturals’ in the United States to introduce some of Southeast Asia’s most healthful fruits and botanicals to the U.S. peoples by utilizing the world’s most advanced technologies.”

Since TH launched its first products, the volume share of fresh milk has increased from 8% in 2009 to more than 30% by 2015. Madame Huong has continued effortlessly fighting for transparency in the marketplace with strict regulations of labeling and packaging for liquid milk products with detailed declaration of the raw materials’ origin so that the consumers can make better choices. It is her hopes that through this process, it will encourage the domestic production of fresh milk in her homeland.

In 2015, TH occupied 50% share of the fresh milk market share in Viet Nam. TH farm in Nghe An Province was recognized as the biggest centralized hi-tech dairy farm in Asia, and is the recipient of numerous Asian and international awards.

Not only focused on milk products, but under Madame Thai Huong’s lead, TH group invested in the research and development of their newest herbal beverage line which features the Gac Fruit, or Red Melon. The Gac Fruit is a well-known super fruit from Southeast Asia believed to encourage longevity and well-being. TH Herbs U.S. Inc. – a subsidiary of TH group, now headquartered in the United States, has released several varieties of their Gac Fruit-based herbal beverages which are manufactured and sold in the U.S. Branded under the “Total Happiness Naturals” entity, this product line has attracted the attention of health-conscious U.S. consumers and was awarded the “Readers’ Choice” for New Products in February 2015 by the Beverage Industry Magazine by a nearly 75% margin.

Madame Thái Huong is widely known for her social activism and contributions to alleviate the poor people in Viet Nam over the past three years. Her dedication can be observed in her offerings of a glass of milk a day to Vietnam’s poor children through their local school distributions, which amounts to over 20 million glasses of milk (around \$6.3 million USD).

*Global Trade Awards*  
**WOMEN IN INTERNATIONAL TRADE  
— LOS ANGELES, 2017**



## WIT-LA'S GLOBAL TRADE AWARD RECIPIENTS 2015

**ANNE MARICICH**  
OUTSTANDING WOMAN OF THE YEAR IN INTERNATIONAL TRADE

**JEAN CORONEL**  
INTERNATIONAL TRADE CATALYST OF THE YEAR

**NORMAN W. HARRIS III**  
MEMBER OF THE YEAR 2015

**MARYAVIS BOKAL**  
INNOVATIVE EXPORTER OF THE YEAR

**KATHY HONG**  
INNOVATIVE IMPORTER OF THE YEAR

**ANGELA ROSENBACH (BRAZIL)**  
GLOBAL TRADE AMBASSADOR

**REBECCA BRANHAM (CHINA)**  
GLOBAL TRADE AMBASSADOR

**STELLA POON (HONG KONG)**  
GLOBAL TRADE AMBASSADOR

**NGUYEN THI TUYET MINH (VIETNAM)**  
GLOBAL TRADE AMBASSADOR

## WIT-LA'S GLOBAL TRADE AWARD RECIPIENTS 2014

**JULIE ANNE HENNESSY**  
OUTSTANDING WOMAN OF THE YEAR IN INTERNATIONAL TRADE

**FATMA YUCELER**  
INTERNATIONAL TRADE CATALYST OF THE YEAR

**ROBERTA YANG**  
MEMBER OF THE YEAR 2014

**MEGAN CULLEN**  
INNOVATIVE EXPORTER OF THE YEAR

**JANE KIM**  
INNOVATIVE IMPORTER OF THE YEAR

**TINA TANGALAKIS (GHANA)**  
GLOBAL TRADE AMBASSADOR

**DANG TANH HANG (VIETNAM)**  
GLOBAL TRADE AMBASSADOR

## WIT-LA'S GLOBAL TRADE AWARD RECIPIENTS 2013

**SUSAN KOHN ROSS**  
OUTSTANDING WOMAN OF THE YEAR IN INTERNATIONAL TRADE

**RANDAL LONG**  
MEMBER OF THE YEAR 2013

**MICHELE MCGOWAN** INNOVATIVE EXPORTER OF THE YEAR  
**YOUNG MEE SHIN**  
INNOVATIVE IMPORTER OF THE YEAR

**MARLEN MARROQUIN**  
INTERNATIONAL TRADE CATALYST OF THE YEAR

**JACKIE KIM (KOREA)**  
GLOBAL TRADE AMBASSADOR

**JULIE SMITH-BELTRAN (MEXICO)**  
GLOBAL TRADE AMBASSADOR

**KAREN CHEN (TAIWAN)**  
GLOBAL TRADE AMBASSADOR

**NGUYEN THI CUC (VIETNAM)**  
GLOBAL TRADE AMBASSADOR

**NGUYEN THI DIEN (VIETNAM)**  
GLOBAL TRADE AMBASSADOR

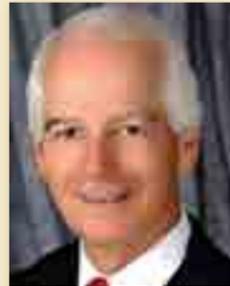


WOMEN IN INTERNATIONAL TRADE  
— LOS ANGELES, 2017

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*We Thank  
all our Guests and  
Dignitaries*

*for joining us on this celebratory evening  
and supporting our vision  
of the Global Trade Awards Gala.  
We look forward to seeing all of you  
next year.*



# Congratulations Again!

## To All Our Global Trade Award Winners!



### THANK YOU!



#### John Burcher Band

The **Brass Bandits** are 11 musicians who have gravitated to Wrightwood to make music. They all have numerous musical experiences ranging from rock & roll to classical and they all love the Big Band Era. Their organizer, John Burcher, has played with ensembles in the High Desert

for several decades. His bands are known for always having a "horn section." He is on call with several bands when they need a "sub" whether for woodwinds, guitar or bass. While pursuing a career in Education Administration, he continued to perform in rock, country, and jazz bands, and often says, "If it sounds good it doesn't need a label."

#### Special Thanks to our Contributors

• Price Transfer • FCL Logistics

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#### Exhibitors

• Port of Long Beach • MS&K (logo) • ToBE, LLC • International Seafarers Center

• Price Transfer • FCL Logistics

#### Program Booklet designed by Kathryn Yoder

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**RESERVE NOW!**

The International Seafarers Center invites you to the Maritime Industry Salute & 16th Annual Great Tug Boat Race honoring GENE SEROKA and JON SLANGERUP



Join us October 13, 2016  
RMS Queen Mary - Long Beach  
5:00 p.m. - Reception - Britannia Deck (aft)  
5:30 p.m. - Pre-race boat parade and display  
6:00 p.m. - Boat Races ~ several classes  
7:00 p.m. - Dinner ~ Britannia Lounge



Watch the exciting 16th Annual "Great Tug Boat Race"

Dinner Raffle Prizes Silent Auction

Proceeds benefit the International Seafarers Center

Various tables & sponsorships available. Individual tickets: \$125/person. Proceeds benefit the ISC. Make tax-deductible donations (Fed. ID#33-0162030) to: "International Seafarers Center," 120 S. Pico Ave., Long Beach, CA 90802  
Phone 562.432.7560 Email: [iscpolb.la@verizon.net](mailto:iscpolb.la@verizon.net), [www.iscpolb-la.org](http://www.iscpolb-la.org)



Reserve Wednesday, December 7th, 2016 6:00pm - 9:00pm

Join us for a "Great Gatsby" WITmas! WIT-LA's Signature Annual Holiday Dinner Gala and Charity Event



Opportunity Drawing supporting global education and our preferred charity, Room to Read [www.roomtoread.org](http://www.roomtoread.org)

Until Nov. 3rd  
Guest \$80 Member \$70 Table of 8 \$560  
After Nov. 3rd  
Guest \$95 Member \$80 Table of 8 \$640



Women in International Trade - Los Angeles (WIT-LA) is a California non-profit organization founded in 1985 by professional women involved in international trade to provide professional and personal enrichment to its members.  
Women in International Trade, Los Angeles (WIT-LA)  
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