



6TH ANNUAL
SUPPLY CHAIN
MANAGEMENT SUMMIT

Sharing knowledge. Igniting ideas. Building tomorrow's networks today.

US Customs & Border Protection International Trade – “Evolve or Die”

August 22, 2013

Christine Lanoue



Christine Lanoue has over 25 years in retail, procurement and international operations designing her current role in Supply Chain Management. As Director at The Talbots, Inc., and Vice President of Talbots Import, LLC., based in Hingham, MA, her responsibilities include Global Logistics and Customs Compliance. Well versed at developing strong partnerships, assessing opportunities, leveraging assets and adapting to a variety of supply chain demands, Talbots is an industry icon. Twice revalidated C-TPAT Tier III, Low Risk Bonded Warehouse Operator and CES station, First Sale & FTA Practitioner and a Foreign Trade Zone applicant, Christine believes in building a toolbox to deploy surgical execution that sustains and satisfies regulations and financial obligations both domestically and abroad. Today's core customer demands flexibility, having the right team and business partnership including the government.

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Evolved Realities

- Old Quotes

- Mod Act
- Informed Compliance
- Reasonable Care
- Fines Penalties and Forfeitures



Because I said so.

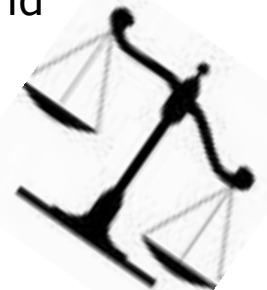
- New Quotes

- Reduce Costs for both CBP & Trade
- Leverage Resources
- Partnership
- Trade Transformation
- “CBP employs a coordinated approach to balance security, risk and efficiency in resolving compliance and security issues while facilitating legitimate trade.”

Let's partner on this!



- Let's face it, they've outsourced!



Familiar Statistics - US Customs America's Frontline

"We guard the boundaries of freedom and stand between the good citizens of our Nation and those that want to do us harm."

- 329 Ports of Entry
- 30.4 Million Entries Processed
- \$39.4 Billion Revenue
- Illegal Narcotics Seized 2.8 million pounds
- Illegal Aliens Apprehended 364,768, Inadmissible Aliens Stopped 195,865
- Passengers/Pedestrians Processed 351 Million
- Conveyances Processed 107 Million
- Aircraft Passengers Processed 98 Million
- Prohibited Plants and Animals seized 1.576 Million

5 Priority Issues

- Antidumping & Countervailing Duty (AD/CVD)
 - Intellectual Property Rights (IPR)
 - Textiles & Wearing Apparel
 - Import Safety
 - Trade Agreements

Compliance Check Up



- What have the last 5 years been like at your Company?
 - Economic factors
 - Turnover, Process Changes, Intelligence, Tools

- Where do you touch the supply chain?
 - How do you view the supply chain?
 - No really, can you see it? Do you know it?

- Contingency plans, got any?
 - Be Proactive
 - Are you supported by your team and your leadership?

Hurricane
Sandy

Port/Labor
Threat

IT Upgrades

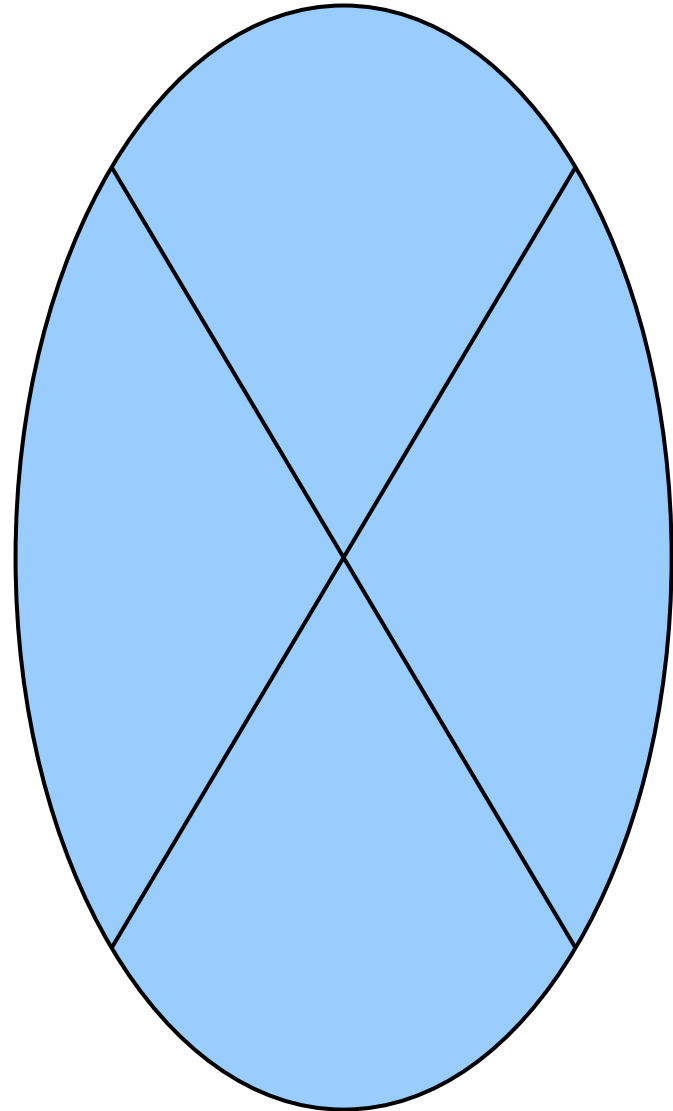
- Compliance coupled with Logistics provides a competitive advantage
 - Exception management even for CBP
 - Get involved, get off the Radar Screen

C-TPAT Bonded FTZ
Duty Reduction Programs
FTA ISA CEE

- Quid pro Quo
 - Not all programs are equal nor for everyone
 - C-TPAT why the success compared to ISA?

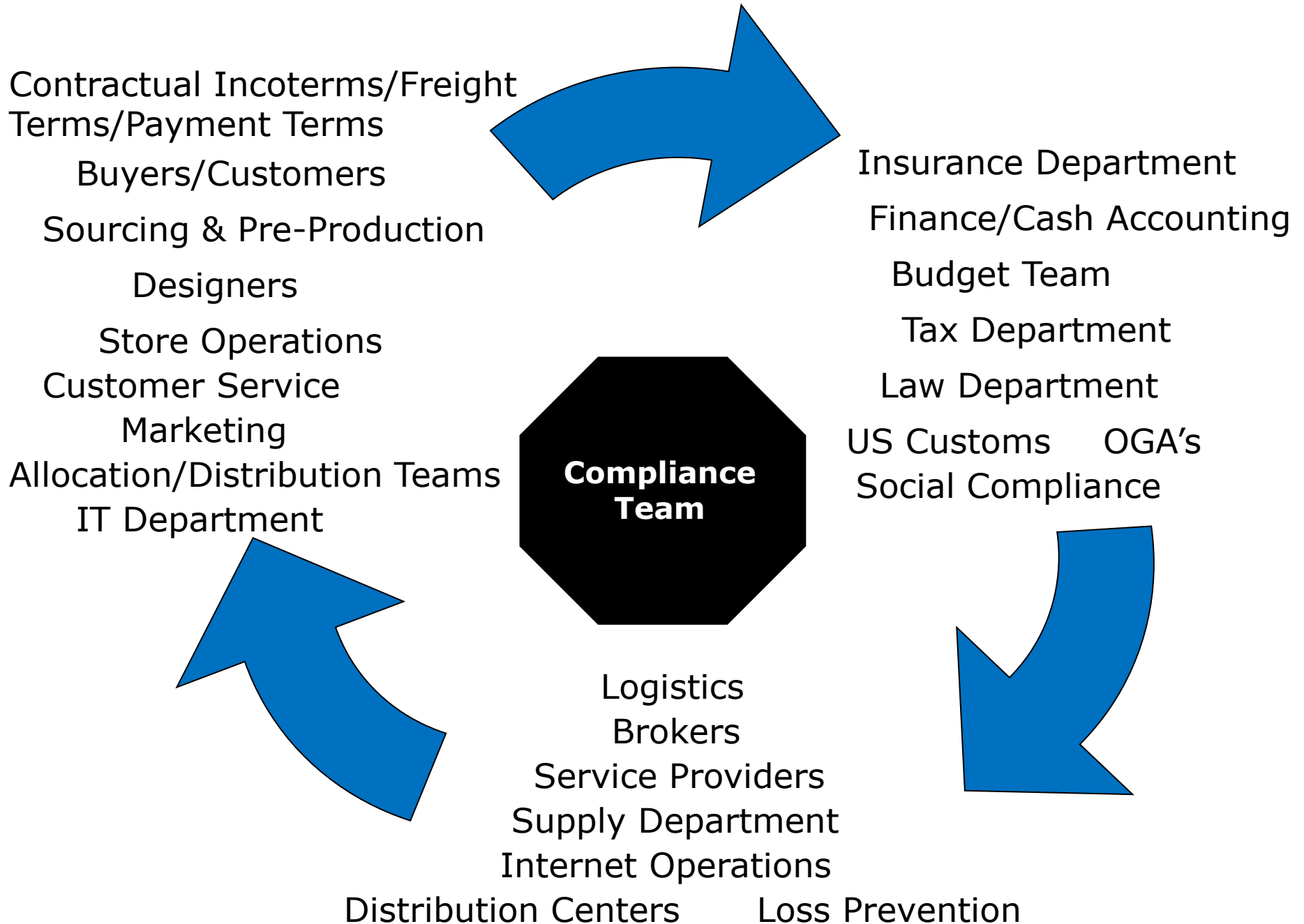
Dear Compliance Team....

- WHO IS YOUR CUSTOMER????
 - Yes, you work for everyone!
- Are you the provider of choice?
 - Yes, they have a choice.
- How do you rate?
 - Do you educate “your” customers?
 - Do you provide ROI?
 - Do you train and course correct?
- Are you appropriately invisible?
 - You should be but....
 - Are you a mushroom?
 - Are you proactive?
- Do you have a good PR agent?
 - Are you a “Trusted Trader”?
 - Are you a Partner?



NEVER settle. Cultivate new contributions that deliver.

Compliance Department Evolution





Evolution?

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Thank you for your time