



International Credit Executives Group

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GROUP MEETING OF NOVEMBER 19, 2019 – LC'S

We wish to acknowledge with sincere appreciation the efforts of our speakers at today's meeting:

MARK BRICI, ICCE

Vice President, Global Trade Consultant
US Bank, Chicago IL

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Mark Brici has over 15 years of international banking experience. He joined U.S. Bank in 2018, developing and delivering business need-based international trade solutions for mid-market and large corporate clients across the bank's Midwest footprint. Mark works collaboratively with companies to help expand their business in global markets, optimize trade processes, lower risk, and enhance efficiency and profitability.

Mark has also served in the U.S. Peace Corps as one of the first volunteers in Albania from 1992 – 1994 and has an M.B.A. from Indiana Wesleyan University – 2002 and a B.S. in Public Affairs from Indiana University – 1990. Mark serves on the ICE-WCA (International Credit Executives of the Wisconsin Credit Association) Board of Directors and has the ICCE (International Certified Credit Executive) designation with the FCIB (Finance, Credit & International Business Association). He enjoys travel, current events, basketball, and spending time with family and friends.

NANCY EBBEN

Director International Finance
Oshkosh Corp, Oshkosh WI

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I graduated from UW Milwaukee with a degree in International Economics, with a minor in Spanish, and began my career with First Wisconsin Bank (now US Bank) in the International Banking Department. I later joined Associated Bank, responsible for International Sales and Trade operations for Wisconsin, Minnesota, and Illinois.

In 2008, I left banking and joined Oshkosh Corporation. Currently, I am the Director of International Finance, ultimately responsible for a team of individuals who handle Credit + Collections, International Agreements, and management of international orders for Oshkosh business units, including Defense, Commercial and Fire and Emergency.

PAUL EVERSMAN

Vice President Foreign Exchange & Trade Finance
Associated Bank NA, Milwaukee WI

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Paul is responsible for developing foreign exchange and trade services solutions for Associated Bank's clients in the Midwest. He brings 40 years of experience to Associated's client base. Paul served in the U.S. Army Security Agency as a German linguist and intelligence analyst in Berlin in the '70s; attended International Banking Summer School at St. John's College, Cambridge University in 1985; and, before joining Associated in 2001, managed correspondent relations with banks in Canada, Europe, Middle East and North Africa. Paul earned a BA in German and an MBA in Finance from Indiana University. He is active in the Milwaukee World Trade Association, the Madison International Trade Association and the International Credit Executives Group.

THOMAS GAGLIANO

Principal
Global Trade Finance Advisory LLC

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Tom Gagliano has over 40 years combined global trade banking and finance, and credit insurance trade repayment risk mitigation experience. Tom began his career with the Foreign Credit Insurance Association (FCIA) providing export credit insurance coverage to active exporters in the Upper Midwest. Tom also worked as an independent credit insurance broker structuring credit insurance coverage via both the private credit insurance markets and U.S. Eximbank on both

foreign and domestic receivables. Tom had a 30 year career as a Global Trade Banker with Marine Banke, Bank One and finally JPMorgan Chase Bank structuring trade repayment terms and trade financing utilizing the support of the programs of the U.S. Eximbank. Tom retired from Global Trade Banking at the end of 2017 and currently provides consulting services as Global Trade Finance Advisory, LLC, helping clients better understand and structure trade payment terms and financing and enhance coordination with their trade financing bank.

BRUCE GLAUB

Principal

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Bruce joined Trade Acceptance Group (TAG) in July of 2016 as a principal opening the Wisconsin Office. With over 25 years of experience, Bruce understands the specific challenges of working in the global marketplace. Bruce's international interest began at an early age when he attended school in Holland. He later studied in Germany and has traveled world-wide. Bruce has over 15 years of international trade finance experience in banking and another 10 years of sales and marketing experience in international markets. Bruce transitioned to international finance. He worked for US Bank for 7 years and BMO Harris (M&I) for 8 years. During Bruce's tenure in banking, he focused on international methods of payment and risk mitigation, helping companies understand and implement the appropriate international method of payment.

Bruce is active in the international community as a recent past president of MMAC's WTA, (World Trade Association), Executive Board Member of ICE, (International Credit Executives), and a Board Member of Waukesha County Technical College's (WCTC) International Advisory Council.

Bruce received his BS in Economics from the University of Wisconsin-Madison and earned his Masters of Science in International Business from UW-Milwaukee. He has a Property and Casualty Insurance License from the State of Wisconsin.

PAUL JARZOMBEK

Chief Operating Officer

LR International, Inc., Franklin Park, IL

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Paul is currently the Chief Operating Officer of LR International, Inc, a full service logistics company with headquarters at Chicago's O'Hare International Airport. Mr. Jarzombek began his career 25 years ago working for leading Japanese and Dutch logistics companies. Mr. Jarzombek's daily duties at LRI include project cargo management, worldwide agent development, building strong vendor relationships and worldwide customer satisfaction. Mr. Jarzombek is also responsible for LRI's compliance programs and certification programs such as C-TPAT certification and TSA security programs. As part of an ongoing philosophy to teach and train the export/import community, Mr. Jarzombek is an active speaker for nationwide events covering topics such as International Logistics, Incoterms, International methods of payment, Insurance/risk Management and compliance regulations.

BETH WISNIEWSKI, CDCS

Assistant Vice President, Global Trade Services

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Beth supports the Correspondent Banking Group within Corporate & Commercial Banking, assisting clients with traditional international trade service needs. Beth has vast experience in helping to find the best trade service solution and walking through the nuances of each. Her abilities help to foster successful relationships and expanded global markets. Beth has been in international banking for more than two decades, having worked for JP Morgan Chase, M&I Marshall & Ilsley Bank and BMO Capital Markets, before coming to U.S. Bank. Beth holds the esteemed Certificated Documentary Credit Specialist (CDCS) certification from BAFT (The Bankers Association for Finance and Trade).

Beth volunteers with the Down syndrome Association of Wisconsin, EAA Warbirds of America WLGH, and is on the parental advisory Board for Milwaukee County's Children's Long Term Support Program. In her spare time, she enjoys cooking, traveling and playing music.