

Resume - Travis Fournier, LCB

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Trusted Advisor | <https://www.linkedin.com/in/travis-f-024868a3/>

SKILLS: Customs Valuation (analyzing related party transactions/pricing for arm's length requirements); Harmonized Tariff Schedule Classification (HS / HTSUS); Export Control Classification Number (ECCN); Country of Origin Determination Free Trade Agreement (FTA) Qualification; Risk Management; Supply Chain Consulting

EXPERIENCE

BDO USA, P.A., Troy, MI — Senior Manager & Central Region Leader, Customs & International Trade Services

FEBRUARY 2023 - FEBRUARY 2024

- Lead and train a team of five professionals to deliver exceptional client deliverables while maintaining profitable engagement economics. Provide training, real-time feedback, and formal performance reviews to enable each staff member to succeed in their roles.
- Reduced an automotive glass supplier's dutiable value by 35% through implementing the First Sale Rule for Export, resulting in significant cost savings.
- Guided a major Michigan steel manufacturer with establishing itself as an importer of record, providing on-site training (covering entry process, HS classification, Section 232, Section 301, Customs Valuation, and Origin) to its executive management team.
- Developed a "Global Playbook" for a U.S. civil aircraft manufacturer, covering practical guidance on customs regulations in the UK, Netherlands, and Germany, partnering with BDO counterparts in each jurisdiction.

RSM US, LLP, Detroit, MI — Manager, Trade Advisory Services

SEPTEMBER 2020 - FEBRUARY 2023

- Consulted a major pharmaceutical company helping it avoid "double tariffs" when importing nicotine lozenges to the UK and EU by leveraging the EU-UK Trade and Cooperation Agreement (TCA).
- Directly advised the CFO of the world's largest caster manufacturer "near-shore" (relocate) certain production activities from China to Mexico, enabling them to understand their options regarding "substantial transformation" and US-Mexico-Canada Agreement (USMCA).
- Developed a tariff-engineering "roadmap" to assist a stationary bike equipment manufacturer to successfully change their HTS code for its flagship product from classification as "exercise equipment" to a "video game."
- Developed multiple dashboards in Microsoft Power BI using client import and export data from the Automated Commercial Environment (ACE) to 1) conduct feasibility analyses for client's potential for duty-drawback and/or Free Trade Zone potential and 2) visualize the transactional import/export data for KPI reporting.

BDO USA, P.A., Troy, MI — Manager, Customs & International Trade Services

MAY 2019 - SEPTEMBER 2020

- Responsible for establishing and expanding new international trade / specialty tax service offering within the Firm.
- Analyzed client's Transfer Pricing structures (e.g., with a specific focus on the foreign seller / manufacturer) for compliance with customs valuation statute.

- Speak at seminars to educate companies on mitigating exposure to the Section 301 “China tariffs” and other international trade regulations.
- Successfully petitioned the United States Trade Representative (USTR) to exempt certain Tungsten Carbide products from additional Section 301 “China Tariffs.” This resulted in a refund exceeding USD \$10mil to my client and was completed on a contingency fee basis.

Expeditors Tradewin, LLC, Romulus, MI - Manager, Reconciliation and Free Trade Agreements

APRIL 2017 - MAY 2019

- Managed a team of 10 Reconciliation specialists across the U.S., providing training and mentorship to ensure exceptional client service and adherence to deadlines.
- Contributed to U.S. Customs & Border Protection’s transition of the Reconciliation Prototype from the Automated Commercial System (ACS) to ACE during the modernization period under the Trade Facilitation and Enforcement Act (TFTEA) during 2018.
- Led the development and implementation of new FTA training programs for internal staff and clients, enhancing overall FTA knowledge and utilization.

Yazaki - Canton, MI - Customs Analyst

JULY 2016 - APRIL 2017

- Analyzed and classified (under the HTSUS, Schedule B, and ECCN) a high volume of import and export transactions.
- Optimized the Company’s “U.S. Goods Returned” usage under HTSUS Heading 9802 by developing a Microsoft Access Database for electrical connectors assembled abroad into finished wire harnesses.
- Provided KPI reporting to internal stakeholders on customs procedures (e.g., C-TPAT and ISA) and best practices, fostering a culture of compliance.

Expeditors Tradewin, LLC - Classification Consultant

MAY 2014 - JULY 2016

- Supported a major chocolate company with navigating sugar & dairy import quotas.
- Successfully resolved complex classification disputes with customs authorities, saving clients significant time and financial resources.
- Leveraged strong analytical and research skills to identify and apply relevant precedents and rulings to complex classification scenarios.

Focus Business Solutions - Customs Analyst

APRIL 2012 - MAY 2014

- Collaborated with clients to understand their unique customs needs and develop customized compliance strategies.
- Prepared and submitted accurate and timely customs documentation, ensuring smooth import/export operations.
- Monitored and analyzed customs data to identify potential risks and opportunities for improvement.

EDUCATION

Wayne State University, Detroit, MI — B.A. Public Relations

August 2008 - December 2012

CREDENTIALS

Licensed U.S. Customs Broker # 30500