



OCTOBER.26.2011

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# GATEWAY CALIFORNIA

think big. act strategically. pursue bold projects.



## **JOHN A. LEITNER**

Byrnes Corporate Office – 1111 Bayhill Drive, suite 205 – San Bruno, California 94066 USA | e-mail: [john.leitner@byrnesglobal.com](mailto:john.leitner@byrnesglobal.com) – direct: 650.266.8300 – fax: 650.589.1100

Chairman & President, W.J. Byrnes & Co.; customs brokers, freight forwarders, indirect air carriers, NVOCC, global logistics providers. Recipient of the prestigious "E" award by the President of the United States for 'Excellence in Export service'.

Instructor, Lecturer and Speaker worldwide on various topics on International Trade, including various Free Trade Agreements and constantly changing Regulations issued and enforced by the US Customs and Border Protection (CBP) and other US Agencies such as FDA, TTB, and USDA; regarded as authority on the International Commercial Trade Terms (INCOTERMS).

Appointed to the 'California APEC 2011 Host Committee' (CalAPEC) to participate in the planning, implementation and facilitation of the APEC meetings to be held in San Francisco during the month of September 2011.

Treasurer and Past-President of the 'Customs Brokers & Forwarders Association of Northern California' (CBFANC) and Past-President of the 'Pacific Coast Council of Customs Brokers and Freight Forwarders Associations' (PCC).

Past-President, Marine Exchange, the oldest maritime service organization in the United States and charter member of MISNA, a national association of marine exchanges. Exchange coordinates monthly meetings of the various entities operating in international trade transportation in Northern California, including legal, insurance, ports, terminal operators, carriers, brokers & forwarders, and the Federal agencies.

Former Appointee, with successive reappointments spanning 25 years, and Chairman to Export Council by US Secretary of Commerce; provide input to United States export policy and programs, along with the monitoring of import policies and programs, including CETA, by US Department of Commerce. Organize and conduct educational workshops on various trade issues for DOC both in the US and overseas.

Former-Chairman, Northern California International Trade Coordinating Council; comprised of over thirty-five organizations, Mayor's office, State of California, U.S. and foreign government agencies representing international trade interests.

Recipient in 1993 of Commissioner's Award by United States Customs Service and in 1981 of Special recognition by the State of California for his personal commitment and involvement on international trade issues. Former appointee by 'Continental and Scandinavian Airlines Advisory Council' to evaluate air cargo industry procedures.

Authored: "Practical Guide to INCOTERMS 2000 with Correlation to UCP500"; "Mastering the Harmonized System", a training video and manual on the multinational classification system developed by the Customs Cooperation Council; "Traffic Management & Procedures", a textbook on importing and exporting; numerous articles on international trade and industry issues published by magazines globally.



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Graduate of Marquette University; chosen "Outstanding College Graduate of the Year" by the Chicago Tribune.