



## **GARRI Z. GZIRIAN**

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Project Manager, Capital Trade Inc.

Telephone: 202.955-6812 Fax: 202.463.1855

### **EDUCATION**

- 1994 B.A., (Magna Cum Laude) Accounting, Seattle Pacific University
- 1990 B.A., Industrial Economics, Moscow Automobile Building Institute, Moscow, Russia
- 1981 B.A., Electrical Engineering, Azerbaijan Institute of Oil and Chemistry, Baku, Azerbaijan

### **EXPERIENCE**

Mr. Gzirian is a project manager with Capital Trade, Incorporated. Mr. Gzirian joined Capital Trade in 2001 after working for three years as a Senior International Trade Accountant with the Department of Commerce where he specialized in all aspects of antidumping cost of production calculations. His background is in international financial, cost, and tax accounting, economics, production management, and electrical engineering. While with the Department of Commerce, Mr. Gzirian was awarded several Certificates of Recognition for outstanding efforts to provide support and guidance in the antidumping duty investigations.

#### **International Trade Regulatory Analysis**

Mr. Gzirian has direct experience in the following areas involving international trade regulatory analysis:

- Prepared and analyzed DOC questionnaire responses
- Developed and assessed adjustment calculation methodologies
- Prepared clients for verification, represented client interests at verification, and reviewed verification reports
- Analyzed foreign company financial, cost, and tax accounting and production information to ensure conformance with acceptable accounting practices and applicable requirements of U.S. unfair trade laws and regulations
- Designed product-specific cost and consumption factors allocation and reporting methodologies
- Developed antidumping petitions and below-cost sales allegations
- Presented oral argument at DOC hearings
- Researched and analyzed surrogate information for NME petitions and cases
- Wrote numerous briefs, technical analyses, government publications, and government and client memoranda concerning issues related to unfair trade allegations and DOC cost of production calculation methodologies.

## Special Projects

- Participated in drafting a report on the Russian steel industry for the President's Steel Action Program. Researched and analyzed general economic conditions, structural reform policies of the government, and financial performance of main Russian steel producers. Received Certificate of Appreciation for the exceptional performance on the Gold Medal Award winning Steel Report Team.
- Studied the current state of accounting in the Russian steel industry, and traveled to some of the major steel producers in Russia to meet with their executives. Participated in developing objectives for the technical assistance program.
- Analyzed Russian natural gas prices, tariff-setting methodologies, and costs in the context of the WTO Accession of Russia negotiations.
- Developed and presented seminars explaining cost and factors of production calculation methodologies under the U.S. antidumping law and the Department of Commerce's regulations and policies.

## Case Experience

- Ammonium Nitrate from Russia
- Carbon and Certain Alloy Steel Wire Rod from Germany
- Certain Pasta from Italy
- Cold-Rolled Carbon Steel Flat products from various countries
- Cut-to-Length Carbon-Quality Steel Plate from various countries
- Ferrovanadium from South Africa
- Frozen Warmwater Shrimp from various countries
- Grain-Oriented Electrical Steel from Italy
- Greenhouse Tomatoes From Canada
- Hard Red Spring Wheat from Canada
- Hot-Rolled Carbon-Quality Flat Steel Products from various countries
- Large Newspaper Printing Presses from Japan and Germany
- Large Residential Washers from the Republic of Korea
- Lined Paper from India and Indonesia
- Live Swine from Canada
- Magnesium Metal from Russia
- Non-Malleable Cast Iron Pipe Fittings from China
- Off-The-Road Tires from China
- Polyvinyl Alcohol from Japan
- Purified Carboxymethylcellulose from various countries
- Rebar from various countries
- Solid Urea from Russia
- Stainless Steel Bar from France
- Stainless Steel Butt-Weld Pipe-Fittings from various countries
- Stainless Steel Round Wire from various countries

**Case Experience (Contd.)**

- Stainless Steel Sheet and Strip from various countries
- Structural Steel Beams from various countries
- Thermal Transfer Ribbons from various countries
- Wooden Bedroom Furniture from China

Prior to joining Capital Trade, Incorporated, Mr. Gzirian held the following positions:

- Senior Accountant, (1998-2001), United States Department of Commerce, Import Administration, Washington, DC. In addition to antidumping proceedings and participation in special projects, Mr. Gzirian was closely involved in development of standard documents and analytical tools to be used by Import Administration staff in antidumping investigations.
- Staff Accountant, (1995-1998), Hascal, Sjöholm & Co., P.S., Certified Public Accountants, Everett, WA. Mr. Gzirian was responsible for development of international practice for a prominent regional CPA firm. As an active member of the International Committee of the Washington Society of Certified Public Accountants (WSCPAs), Mr. Gzirian conducted WSCPAs-sponsored classes on international accounting and taxation issues, and lectured foreign business executives on U.S. accounting and taxation practices.
- Staff Accountant, (1995), Whitaker Lipp & Healea, P.S., Certified Public Accountants, Seattle, WA. Performed audits, reviews, and other accounting and tax services for clients engaged in telecommunications, manufacturing, health, advertising, retail, and banking industries.
- Chief Economist – Consumer Goods Division, MOSKVICH (Russian automobile manufacturer, headquartered in Moscow), (1984-1992), Moscow, Russia.
- Junior Electrical Engineer – Technological Research Institute, (1981-1983), Baku, Azerbaijan (formerly USSR). Assisted in scientific research and experiments.

**PROFESSIONAL CERTIFICATION  
AND AFFILIATIONS**

- Certified Public Accountant, licensed in Maryland and District of Columbia
- Member, American Institute of Certified Public Accountants

**LANGUAGES**

Russian: native