

JAMES A. REIMAN, Esq., FCIArb, Q.Arb

Chrysler Building, 9th Floor
405 Lexington Avenue
New York, NY 10174

77 W. Wacker Drive
Suite 4500
Chicago, IL 60601

eMail: jreiman@ReimanADR.com

Website: <https://ReimanADR.com>

Office: +1 847-784-8100

Cell: +1 847-778-2195

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SUMMARY

Arbitrator and mediator of complex domestic and international commercial disputes. Veteran of nearly two decades in private practice in Chicago IL firms as a commercial litigator and commercial transactions attorney, followed by 15+ years as a CEO, board director and chairman of the board of directors of public and private companies in the US, UK and China. Understands the legal issues of business disputes as a senior attorney representing domestic and international businesses as well as the business issues, economics and metrics of a business dispute from the perspective of a senior manager, board director and owner of domestic and international public and private companies.

Programme director, tutor and past exam grader for the Chartered Institute of Arbitrators' international arbitration qualification/certification programmes.

As an attorney in private practice, 18 years experience including lead or billing attorney negotiating and documenting complex business transactions, complex financings, real estate development and construction projects, trade secret and intellectual property disputes (including claims of unfair competition), private equity financings, strategic partnerships, corporate restructurings, and mergers/acquisitions, as well as exit strategies, generational transfers, and partnership dissolutions. Solid understanding of the law and issues related to e-discovery disputes.

Served as chairman of the board of directors of a public company listed on the London Stock Exchange's AIM Market operating exclusively in China. Teaches and coaches negotiation for senior executives and attorneys at the University of Oxford, Saïd Business School and other elite institutions around the world.

ADR PANELS

Arbitration

- American Arbitration Association (AAA): Commercial Roster; Mergers & Acquisitions/Joint Ventures Roster, and Large, Complex Cases Roster
- American Health Lawyers Association (AHLA): Neutrals Roster
- Asian International Arbitration Centre (AIAC): Commercial Arbitrators' Roster
- Circuit Court of Cook County, Illinois: Commercial Calendar Mandatory Arbitration Program
- Financial Industry Regulatory Authority (FINRA): Public Arbitrator
- International Centre for Dispute Resolution (ICDR): Panel of Arbitrators
- International Chamber of Commerce, International Court of Arbitration (ICC)
- International Institute for Conflict Prevention and Resolution (CPR): Insurance-Policy Holder Coverage Panel; Real Estate Panel, and; General Commercial Panel
- Philippine Arbitration Center in Visayas

Mediation

- American Arbitration Association (AAA): Master Mediator Panel*; Commercial Roster
- American Health Lawyers Association (AHLA): Neutrals Roster
- Centre for Effective Dispute Resolution (CEDR): Accredited Mediator

* The Master Mediation Panel is comprised of the top mediators as rated by counsel. Mediators were selected utilizing a rating committee made up of a diverse group of advocates and in-house counsel representing clients in complex, high stakes disputes.

- International Institute for Conflict Prevention and Resolution (CPR): Insurance-Policy Holder Coverage Panel; Real Estate Panel, and; General Commercial Panel
- Circuit Court of The Twelfth Judicial Circuit, Will County, Illinois
- Circuit Court of The Nineteenth Judicial Circuit, Lake County, Illinois

SPECIAL RECOGNITIONS / CERTIFICATIONS

Fellow: Chartered Institute of Arbitrators (CIArb)	2014
Qualified Programme Director / Instructor / Exam Grader - International Arbitration: Chartered Institute of Arbitrators (CIArb)	2015 – Present
Qualified Arbitrator (Q.Arb): ADR Institute of Canada	2015 – Present
Accredited Mediator: Centre for Effective Dispute Resolution (CEDR)	2018 – Present
Board Leadership Fellow: National Association of Corporate Directors	2011
International 100: Top Board Candidates with Global Skills: Financial Times' <i>Agenda</i>	2011
Gold Award: Nonfiction Authors Association (for <i>Negotiation Simplified, A Framework and Process for Understanding and Improving Negotiation Results</i>)	2022

PROFESSIONAL HISTORY

REIMAN ADR - PRINCIPAL	2016 to Present
Alternative dispute resolution professional providing domestic and international arbitration, mediation, facilitation and other alternative dispute resolution services (including e-discovery mediation) to corporations and individuals.	
UNIVERSITY OF OXFORD, SAÏD BUSINESS SCHOOL - TUTOR / NEGOTIATION COACH	2016 to Present
Teaches and coaches senior executives and attorneys in the skills and art of domestic and international negotiation as part of the Oxford Programme on Negotiation at the University of Oxford's Saïd Business School, Oxford's executive education program designed for senior executives from private, public and non-profit sectors, including CEOs, board directors, senior civil servants, military officers, political and educational leaders, officials of multilateral organizations, and NGO executives.	
TCA LIMITED - NEGOTIATOR / INSTRUCTOR	2015 to Present
Member of international negotiating and education teams of TCA Limited, a UK based specialist international advisory firm that provides Western companies with real-time guidance to help them achieve better outcomes for their business negotiations in China and other East Asian countries.	
AEROEFFICIENT LLC - CEO AND MANAGING MEMBER	2001 to 2015
Conceived new products for the long-haul heavy duty tractor trailer truck market that in combination generate 10+% fuel savings for long-haul tractor trailer trucks (based on independent 3rd party testing). Formed a business venture to commercialize, manufacture and sell the product, and served as managing member of the LLC "partnership" and CEO of the business. Co-inventor of 19 US, EU and other nation patents for novel aerodynamic devices. Nursed the company from a vision and "back of the napkin" concept for a single product into a formal business, and then built the company into viable enterprise with million-plus dollar annual sales and multiple products which won multiple industry awards and accolades.	

EBT DIGITAL COMMUNICATIONS RETAIL GROUP - CEO / CHAIRMAN / DIRECTOR**2002 to 2011**

EBT is one of China's largest retailers of cell phones and related digital products. Based in Shanghai, China, EBT operates in multiple cities in the East China region of the PRC. During tenure as CEO and then Chairman, EBT was listed on the London Stock Exchange AIM Market (LSE:EBT). Retained by an US and EU investor group to turn-around a money-losing JV co-owned by the investor group and a large Chinese State Owned Enterprise (SOE). As Chairman/CEO, secured the confidence and support of the Chinese SOE joint venture partner, created and implemented a new business model, installed a new management team, and began execution of a growth strategy. Subsequently bought out the US / EU investor group and Chinese SOE and took the company public. Grew the business from US\$ 2.25 million to US\$ 275+ million in 2012 and implemented a pragmatic growth strategy that grew the business from 35 to 250+ stores over 5 years, and subsequent growth to 400+ stores (2013).

SPECTRUM GROUP INTERNATIONAL - EXECUTIVE VICE PRESIDENT**1999 to 2002**

Joined Greg Manning Auctions (now known as Spectrum Group International), then a publicly traded (NASDAQ) collectibles marketing company which underwent multi-year growth. Oversaw and directed the company's fledgling online business, and negotiated and managed joint ventures with Amazon and eBay.

COMMERCIAL TRANSACTIONS ATTORNEY**1980 to 1998**

Partner, Practice Section Chair, Of Counsel, and Associate in Chicago, IL law firms. Commercial transactions and litigation.

- As lead or billing attorney, negotiated and documented complex business transactions, complex financings, real estate development and construction projects, trade and intellectual property disputes (both domestic and international), private equity financings, strategic partnerships, corporate restructurings, and mergers/acquisitions, as well as exit strategies, generational transfers, and partnership dissolutions of smaller businesses.
- As lead or billing attorney, oversaw the litigation of client disputes concerning manufacturing agreements (including disputes regarding delivery delays, quality issues, specification compliance, and warranty matters), real estate buy/sell and lease agreements, real estate use and easement agreements, real estate construction and development agreements, unfair competition and "passing off," confidentiality agreements and trade-secrets, employer/employee non-competition agreements and restrictive covenants, commercial financing and loan agreements, and agreements for the purchase/sale of goods. As young attorney, tried as sole trial counsel multiple commercial disputes.
- Client companies included those involved in real estate development (acquisition, financing, and development of warehouse and distribution center projects, retail and mixed-use projects, and high-rise and single family home residential projects); direct marketing (catalog sales, "As Seen on TV" campaigns, mail order, telemarketing); next generation integrated voice, data and IT solutions, and; road building and other infrastructure construction

DIRECTOR – PUBLIC AND PRIVATE COMPANIES**MLM RISK RETENTION GROUP, INC. – DIRECTOR****2019 - PRESENT**

MLM Risk Retention Group, Inc. (MLMRRG) creates and offers specialty liability insurance programs for classes of business that are not well served by the current lawyers' professional liability insurance marketplace. Organized and serviced by Minnesota Lawyers Mutual Insurance Company, MLMRRG provides coverage of liability exposures of the risk retention group's members. As a mutual insurance company, it is owned by its policyholders.

ENER-CORE, INC. – DIRECTOR**2017 TO 2020**

Ener-Core (OTCQB: ENCR) designs and manufactures technology that converts waste gases from a wide range of industries directly into clean power. In addition to service as a director, serves as Chair – Compensation Committee and Chair – CEO Search Committee.

CHARTERED INSTITUTE OF ARBITRATORS NORTH AMERICA BRANCH – DIRECTOR (PAST CHAIR) 2015 TO PRESENT

The Chartered Institute of Arbitrators (CIArb) is a global organization based in London dedicated to the education and qualification of international arbitration practitioners. The North America Branch (comprising the US, Mexico and the Cayman Islands) is a Delaware 501(c)(3) which promotes, educates and qualifies/certifies attorneys for the practice of international arbitration. The CIArb certification is the only globally recognized affirmation of professional competence in the field of international arbitration. In addition to serving as a director, served as President/Chairperson in 2017 – 2018, and Vice-Chair – Training (2018 – 2020).

ADVISORY BOARD MEMBER**2013 – PRESENT**

Member of the advisor boards of private companies in the US and Europe.

PRIOR DIRECTORSHIPS**EBT DIGITAL COMMUNICATIONS RETAIL GROUP – DIRECTOR****2003 to 2011**

EBT Digital Communications Retail Group (listed on the London Stock Exchange AIM Market as LSE:EBT from 2005 - 2008) is a retailer of cell phones and related digital products operating solely within the People's Republic of China and based in Shanghai. Served as Chairperson (2003 – 2008) and Chairperson, Compensation Committee (2008 – 2011).

AEROFFICIENT LLC – MANAGING MEMBER**2001 TO 2015**

Aerofficient created, manufactured and sold proprietary aerodynamic enhancing products for the long-haul heavy duty tractor-trailer market.

INTERNATIONAL ACADEMY OF DISPUTE RESOLUTION – DIRECTOR**2015 to 2018**

The Academy was created to increase the awareness of mediation as a better way to resolve differences than the adversarial system. It conducts mediator training classes and conducts invitational mediation tournaments around the world.

KENDALL COLLEGE / KENDALL FOUNDATION – DIRECTOR / TRUSTEE**1991 to 2009**

Member of multiple board committees (including Executive Committee and President Search Committee) responsible for planning, decision-making and go-forward strategies related to leadership, program/curriculum development and transactional matters. Supported the transition from a traditional liberal arts academic college into a professional and career-oriented institution, which favorably positioned the school as an acquisition target by a for-profit European education company thereby assuring the College's continued survival and development into one of the country's leading culinary and hospitality training institutions.

RECENT PUBLICATIONS

- “*Negotiation Simplified; A Framework and Process for Improving Negotiation Results*”. Herndon, VA. Amplify Publishing. 2021. Print www.NegotiationSimplified-Book.com Winner of the Nonfiction Authors Association Gold award, 2022.
- “*Corporate Governance Toolkit*.” American Health Law Association Business Law and Governance Practice Group, 2021, [Corporate Governance Toolkit - AHLA Connect \(americanhealth-law.org\)](http://www.AmericanHealthLaw.org), Contributor – “Executive Management and Compensation”
- “Governance & ADR News from Jim Reiman,” *Newsletter*, <http://reimanadr.com/newsletter> (circulation 1,300+)
- “Right to Compel Non-Parties Differs for Domestic and International Disputes”, American Bar Association, Section of Litigation, Alternative Dispute Resolution, February 20, 2019
- “Discovery Process of Stanford Ponzi Scheme Not Fundamentally Unfair,” American Bar Association, Section of Litigation, Alternative Dispute Resolution, October 18, 2017
- “*Pemex: The Exception to the General Rule of International Comity*,” *International Dispute Resolution News*, International Litigation Committee, International Arbitration Committee, and International Mediation Committee of the Section of International Law, American Bar Association, Volume 1, Number 5, Fall, 2017
- “Litigation Funding: Are These Costs Recoverable in Arbitration?,” American Bar Association, Section of Litigation, Alternative Dispute Resolution, May 22, 2017
- “The Mediation Privilege: *Grubaugh v Hon. Blomo, County of Maricopa et al*,” *Practice Points*, American Bar Association Section of Litigation-ADR, May 5, 2016, <http://apps.americanbar.org/litigation/committees/adr/practice.html>
- “Políticas de Resolución de Conflictos, Riesgo Reputacionalde Riesgo Empresarial.” Lo Que Los Directores Necesitan Saber y lo Que Deberían Solicitara a Su Gerencia, *Revista Internacional de Arbitraje*, June, 2015
- “Conflict Resolution and Enterprise Risk,” in *Know How*, Editors Gail Meneley and Dev Mukherjee, Shields Meneley Partners (2015)
- “Conflict Resolution Policies, Reputational Risk and Enterprise Risk Management; What Directors Need to Know and Should Be Asking Management”, in New York Stock Exchange’s *Board Member Magazine* (electronic edition), (September, 2014)

RECENT SPEAKING/TEACHING ENGAGEMENT

- University of Oxford, Saïd Business School: "Programme on Negotiation" (Spring & Fall, 2016 - Present)
- Chartered Institute of Arbitrators: "Accelerated Route to Fellowship" (multiple classes, 2016 - Present)
- American Bar Association Arbitration Training Institute: International Arbitration (Mar., 2023)
- American Bar Association Arbitration Training Institute: Award Writing (Mar., 2023)
- International Institute for Conflict Prevention and Resolution (CPR): "Expected Disputes of 2023 and How to Prevent Them" (Mar., 2023)

- Philippine Arbitration Center in the Visayas: "Arbitration | Mediation | Negotiation - Common Themes" (Mar., 2023)
- Warsaw Negotiation Round (WNR), Keynote Address: "Arbitration, Negotiation & Mediation - Differences and How to Improve Results" (May, 2022)
- Victoria Bar Association (Melbourne, Australia): "Negotiation and Mediation" (Apr., 2022)
- American Bar Association Arbitration Training Institute: International Arbitration (Mar., 2022)
- American Arbitration Association Learn-A-Latte: "Thoughts for Improving Negotiating & Mediation Results" (Oct., 2021)
- American Health Law Association: "Negotiation Tools: What Works and Why" (May, 2021)
- Northwestern University Pritzker School of Law Entrepreneurship Class: Corporate Governance and the Role of a Director (Oct., 2017)
- Lead University, San Jose, Costa Rica, "Risk and Crisis Management, and their Impact on Corporate Reputation" (Nov., 2016)
- Lead University, San Jose, Costa Rica, "Negotiating Agreements that Work" (Nov., 2016)
- Warsaw Negotiation Round (WNR), Judge and Guest Lecturer, Warsaw, Poland (April, 2016)
- Dartmouth College's Tuck School of Business (2015, 2014, 2012, 2011), Guest Lecturer, Prof. Giles Chance's "Doing Business in China" Class
- Northwestern University, Kellogg Greater China Business Conference (2015), Moderator of panel discussion of retailing in China
- Lead University, San Jose, Costa Rica, "Domestic and International Negotiation (including negotiation of disputes)" (2015)
- Siemens Energy, Inc, Orlando, FL, "Domestic and International Negotiation" (2015)
- Northwestern University, Kellogg School of Business (2008-2011), Guest Lecturer, Dean Donald Jacob's 'Strategic Dilemmas' Class

PATENTS

Co-inventor of 19 issued domestic and foreign patents regarding aerodynamic and structural devices for heavy duty truck trailers

EDUCATION & AFFILIATIONS

Certificate - ADVANCED EXECUTIVE PROGRAM, KELLOGG SCHOOL OF MANAGEMENT, NORTHWESTERN UNIVERSITY	1998
Juris Doctor – SCHOOL OF LAW, NORTHWESTERN UNIVERSITY	1980
Bachelor of Arts – COLUMBIA COLLEGE, COLUMBIA UNIVERSITY	1977

Memberships:

- Academy of Court-Appointed Masters (2022 – present)
- ADR Institute of Canada, ADR Institute of Alberta; ADR Institute of Ontario
- American Arbitration Association
 - Arbitration Panel of Neutrals:
 - Large / Complex Commercial Disputes
 - Joint Ventures
 - Mergers & Acquisitions
 - General Commercial
 - Mediation Panel of Neutrals:
 - Master Mediator Panel
 - General Commercial
- American Bar Association
 - Chair - Tort Trial and Insurance Practice Section, Dispute Resolution Committee, (2018 - 2019)
 - Vice-Chair - International Litigation Committee, International Law Section (2016)
 - Section Memberships: Business Law Section; Section of Dispute Resolution (Arbitration and Mediation Committees); Section of Litigation (ADR / Settlement, Corporate Counsel and Legal Ethics Committees)
- American Health Lawyers Association
 - Panel of Neutrals
- Association of Attorney Mediators
 - Board of Directors (2023 – present)
 - Executive Committee, Illinois Chapter (2019 – 2022)
- Chartered Institute of Arbitrators
 - Chairperson North America Branch (2018 – 2019)
 - Vice Chair – Training (2016 – 2018; 2019 – 2023)
 - Board of Directors, North America Branch (2015 – 2023)
- International Center for Dispute Resolution
 - Panel of Arbitrators and Mediators
- International Institute for Conflict Prevention and Resolution (CPR)
 - Panel of Distinguished Neutrals (Arbitrators and Mediators)
 - Real Estate
 - Insurance Policy Holder Coverage
 - General Commercial
- National Association of Corporate Directors
 - Board Leadership Fellow (2011 – present)

Bar Admissions

- All Illinois Courts
- US District Court for Northern District of Illinois