



Export Compliance Solutions

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Charles (Chip) Palmer, Vice President for Training and Business Development, is a specialist in systems processes, workflow optimization, auditing, and the integration/implementation of new business systems. A graduate of the University of Virginia with a degree in business, Chip has acquired over thirty-eight years of experience as an adviser, trainer, auditor, and problem-solver in both the federal and private sectors. He has assisted large multi-national conglomerates, mid-sized corporations, small companies, and several departments

of the U.S. Government, conducted hundreds of initial audits, and helped clients identify root problems and devise solutions that work effectively within their organizational culture.

Chip conducted his first formal training class in 1978 for Savin Corporation. Since joining ECS in 2007, he has led more than 75 ITAR training sessions and performed ITAR audits and gap analyses at manufacturing plants throughout the United States.

With his wide-ranging experience as corporate trainer, consultant, new business executive, manager, and entrepreneur, Chip has gained a solid reputation among ECS clients as a savvy instructor and knowledgeable mentor who knows how to relate and connect people with systems, and how to motivate employees to accept change.

Chip and his wife Karen reside in Fredericksburg, Virginia. He is passionate about the water, spending much of his spare time at his waterfront land in Virginia's Northern Neck. Their son has a music degree from Bath Spa University in the U.K., performs with the Metropolitan Opera, and is an aspiring artist on Broadway.