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## *International Trade, Investment and Market Access*

Regarded as the leading law practice in matters of international trade.

In a global economy, government policies can impede or enable business success: businesses are significantly affected by government policies that directly limit market access, impose non-transparent or unreasonably burdensome government regulations, treat investments unfairly, fail to protect or enforce intellectual property, or subsidize domestic competitors. At the same time, companies doing business internationally face substantial compliance obligations under their domestic laws, such as restrictions on technology exports and economic sanctions.

WilmerHale has a long record of success in assisting clients on these issues, and our trade group is widely recognized as at the top of the field. *Chambers USA* and *Chambers Global* give the practice their highest ratings, and rank all of our senior lawyers as national leaders. Three of our younger lawyers are ranked among the top 10 trade lawyers to watch under 40.

We have represented companies and industries from the United States, European Union and more than 30 other countries before administrative, judicial and legislative bodies throughout the world. The depth of our trade team is reflected in an exceptional roster of lawyers, many of whom have served in senior executive positions in government and industry.

Apart from their track record in private practice, several of our lawyers have high-level and directly relevant US, European or global government experience. One of our lawyers was the United States

Trade Representative from 1997 to 2001; others served as USTR General Counsel, Associate General Counsel and Assistant General Counsel; and one member of our team was an International Trade Counsel for the Senate Finance Committee and served in the US Department of Commerce's Import Administration. In Europe, one of our lawyers chaired the WTO Appellate Body and another was a senior trade law advisor to the European Commission. With respect to China, our team includes the chief US architect and negotiator of China's entry into the WTO and one of the leading regulatory lawyers in Beijing (and a member of the Board of Governors of the American Chamber of Commerce—People's Republic of China).

In all, we have a fully integrated team of 30 lawyers and trade professionals in the United States, Europe and China. The practice comprises four key areas, and we have a strong track record in each.

- In helping **open world markets**, we have had some landmark victories, representing Boeing in successfully challenging European subsidies to Airbus in the largest WTO case in history; a coalition of leading high-tech companies in successfully challenging EU efforts to undermine the seminal Information Technology Agreement; and US companies in multiple sectors in high-profile market access disputes with the governments of China and India.
- In advising on **trade policy and trade negotiations**, we have helped develop or shape key trade initiatives and legislation both in and outside government, including Congress' landmark grant of Permanent Normal Trade Relations to China; negotiating priorities in the Trans-Pacific Partnership free trade agreement negotiations; congressional implementation of various US free trade agreements; and trade-related provisions in internet, patent and drug importation legislation.
- In assisting companies in **unfair trade investigations**, we obtained the lowest duty rate among the Big Three auto companies in an antidumping and countervailing duty case brought by China; convinced the US Commerce Department and International Trade Commission to impose and maintain antidumping and countervailing duty orders on imports from multiple countries that injured our US chemical industry clients; and in the biggest US antidumping case against China to date, our clients were the only Chinese producers that were found to be not subject to duties.
- In assisting companies with respect to **government restrictions on technology exports and economic sanctions**, we successfully represented one of the world's largest international shipping groups with respect to the application of sanctions imposed under ISA/CISADA, and we helped a major US government contractor develop ITAR compliance policies and training programs required for provision of logistics services to the US military at more than 50 forward operating bases in Afghanistan.

In addition, the firm assists companies on a range of other issues that arise in connection with their international operations: compliance with anti-corruption laws such as the Foreign Corrupt Practices Act; compliance with anti-money laundering laws; inbound foreign investment into the United States, including review by the Committee on Foreign Investment in the United States (CFIUS); and cross-border corporate advice.

## Key Contacts



### Ambassador Charlene Barshefsky

**PARTNER**

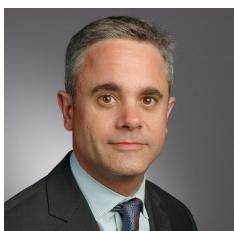
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## Related Solutions

AML and Economic Sanctions  
Compliance and Enforcement

Cross-Border Investigations  
and Compliance

Financial and Business  
Integrity

Foreign Corrupt Practices Act  
and Anti-Corruption

Foreign Investment in the US  
(CFIUS)

International Arbitration

## Areas of Focus

China Trade

Export Controls and Economic  
Sanctions

Opening World Markets

Protecting Intellectual Property  
in International Markets

Trade Policy and Trade  
Negotiations

Trade Remedies Litigation

## Recognition

- *Chambers USA: America's Leading Lawyers in Business* recognized WilmerHale as a leading firm in international trade on a national level in its 2014–2017 editions. In the 2017 edition, sources state that the team has “good instincts” on export controls and economic sanctions issues, adding: “They are very responsive to your requests and they are very well respected.” One insider attests that “the firm has significant depth and capability in trade policy.” Charlene Barshefsky is described by sources as a “true leader and expert in her field” and “a pleasure to work with,” and Benjamin Powell is lauded for his “mastery of the issues and of doing business in Washington.” Another client states: “It is fantastic to deal with Ronald Meltzer,” noting “His advice is always timely, clear and to the point.” Robert Novick is noted as a highly esteemed practitioner in the field of trade remedies, with a “great deal of talent at the WTO level.” Naboth van den Broek is recognized as an “Up and Coming” attorney, with sources stating that he provides “very insightful advice and a great quality of drafting which is based on the accurate understanding of clients’ needs and a profound and vast understanding of international trade law.”
- *Chambers Global: The World's Leading Lawyers* named WilmerHale a leading law firm in the area of international trade in the United States and globally in its 2014–2018 editions. In addition, Charlene Barshefsky, Ronald Meltzer, Robert Novick, Benjamin Powell and Naboth van den Broek all received individual honors.
- *U.S. News and Best Lawyers* “Best Law Firm” rankings included our international trade practice in the first tier nationally and in Washington DC in the 2014–2017 editions.
- *The Best Lawyers in America 2017* named Charlene Barshefsky, Ronald Meltzer, Robert Novick and Naboth van den Broek as leading lawyers in International Trade and Finance Law.
- *The Legal 500 2017* recognized our team, which benefits from the knowledge of many former high-ranking government officials and excels at matters at the intersection of law, business, politics and public policy. Individually, the guide praised Charlene Barshefsky, Ronald Meltzer, Robert Novick, Benjamin Powell, David Ross, Naboth van den Broek and Patrick McLain.