

International Trade and Regulation

Supporting companies that have international business relationships and foreign operations

Capabilities at a glance

- **Our International Trade and Regulation team assists U.S. and non-U.S. companies** in complying with U.S. international trade and regulatory laws.
- **We have lawyers who have served in various governmental agencies** that have jurisdiction over international matters.
- **We offer a matrix of lawyers with various skillsets** to establish a team as needed for virtually any international project.
- **We have long-standing relationships with various government agencies and foreign law firms** that can address non-U.S. legal issues.

A dedicated team to suit your needs

Most business transactions now have an international component to them. Even many purely domestic businesses sell products or services overseas or procure from overseas suppliers. The Quarles International Trade and Regulation team assist companies in navigating the maze of U.S. laws and regulations that apply to cross-border transactions and doing business internationally.

A wide spectrum of international legal support

In the past, compliance with international law and regulations has been largely the concern of multinational companies. We recognize that even privately-owned businesses with no overseas operations are still potentially affected by these laws and regulations. We strive to efficiently assist our clients and help them avoid running into problems. Our International Trade and Regulatory team is based in Washington, D.C., and Chicago and regularly interacts with the government departments and agencies that enforce trade and customs laws.

Experience

We assist both U.S. and international clients on a wide variety of matters, including:

- **Anti-corruption law (FCPA)**
- **Anti-counterfeiting**

Practice Contacts

Andre Fiebig
(312) 715-5126
andre.fiebig@quarles.com

Leonardo Loo
(602) 229-5638
leonardo.loo@quarles.com

People

Sarah Ames

David Beyer

Juan Carlos Espinoza-Forlenza

Andre Fiebig

Steven Hunter

Raymond Jamieson

Daniel Janssen

Leonardo Loo

David Morrison

Maciej (Matt) Pietruczak

Joseph Puchner

Lori Anderson Ruhly

Walter Skipper

Grant Sovern

Matthew Vogel

Daniel Young

Li Zhu





- **Customs classification and compliance**
- **Export and import law and compliance**
- **Food and drug law and compliance**
- **Foreign investment review and clearance (CFIUS)**
- **I-9 and E-Verify compliance**
- **Immigration**
- **EAR and ITAR compliance and classification**
- **Multi-jurisdictional pre-merger clearance**
- **Visas, immigration and naturalization**

Successes

- Advised a non-U.S. software platform with its efforts to comply with U.S. export control laws.
- Procured CFIUS clearance for acquisition of a U.S. business by a European client.
- Successfully appealed to the U.S. Department of Homeland Security to achieve a reclassification of the country of origin, saving the client substantial customs duties.
- Successfully defended a U.S. company against whistleblower claims relating to alleged misclassification of imports.
- Assisted a European client in establishing a trade compliance program for its U.S. operations.

Service Areas

German Language Counsel

The Quarles team of experienced, native and fluent German-speaking attorneys is deeply experienced on a wide array of business law and commercial litigation matters, and also regularly pulls in colleagues from across the firm to advise clients on any other legal issue that arises.

