



INTERNATIONAL TRADE
PRACTICE

Navigating the Cross Sections of Trade and Policy



Michael Best Strategies (MBS) has a dedicated team of trade experts who work with our clients to ensure they effectively navigate complex trade regulatory and legislative issues. Trade policy and regulations require businesses to be strategic in their supply chains and the markets they serve. They also require businesses to understand the opportunities and threats that come from them. Our team knows the regulatory processes to minimize risk, the key trade players on Capitol Hill and in the Administration, and considerations for customs and supply chain strategies.

Our counsel and expertise in the regulatory and political processes has resulted in our clients receiving millions of dollars in relief from the Section 301 and 232 tariffs. MBS has also experienced wide success for businesses through country of origin evaluation, antidumping and countervailing duty investigations, Congress' Miscellaneous Tariff Bill, navigating trade agreements, and other strategies. The success we share with our clients has resulted in saving thousands of American jobs, opened opportunities for breaking ground on new U.S. manufacturing facilities, and helped install more efficient regulatory processes for stakeholders impacted by U.S. trade actions.

The Biden Administration is pursuing new or modified trade agreements with China, the EU, the UK, within Africa and the Asia-Pacific, and other nations. Our team engages throughout these negotiations to help our clients strategically navigate new trade actions while providing customs and supply chain support.

Our Clients & Services

Our clients range from major technology, hardware, chemical and electrical appliance corporations, to one of the largest confectionary manufacturers in the world, to a small veteran-founded, woman-owned business. We are proud to work with and support American businesses across numerous industries throughout these times of uncertainty.

Some services our MBS Trade Practice provides include:

- Trade Agreement Evaluation
- Section 301 and 232 Steel Tariff Exclusion and Extension Applications
- Miscellaneous Tariff Bill Filing (MTB)
- Generalized System of Preferences (GSP)
- Duty Drawback Program
- Tariff Classification
- Valuation (First Sale or Non-Dutiable Charges)
- Country of Origin Evaluation
- Antidumping & Countervailing (AD/CVD) Orders
- Export Controls
- CFIUS Regulations
- Engagement, Advocacy, and Coalition Building

About Michael Best Strategies

Michael Best Strategies is driven by a highly qualified team of professionals, leveraging industry expertise and key political relationships to advance our clients' business objectives. We focus on achieving each client's objectives through strategic government relations. With excellent contacts and relationships in Congress, the Biden Administration, and key industry groups, Michael Best Strategies is well-positioned to help clients achieve their goals in Washington, D.C. and around the country.

Partners Denise Bode and Sarah Helton have decades of trade and tax policy experience and strong relationships with many key policymakers in both Congress and the Administration. Denise has spent her career in the trade arena, developing her expertise in trade by staffing for the Senate Finance Committee, leading a Section 232 Investigation on crude oil imports for the domestic energy industry, and advising on many trade actions and negotiations. Sarah's legal and regulatory experience is critical to achieving success for our clients on Section 301 exclusions, Miscellaneous Tariff Bill, AD/CVD investigations, and taking advantage of customs strategies. Mike Dankler, Principal at MBS, brings more than a decade of experience on Capitol Hill, becoming a go-to trade expert in Congress and leading many successful efforts on Section 232 steel and aluminum exclusions, Section 301 exclusions, the Generalized System of Preferences, and the threat of Section 232 tariffs on automobiles and auto parts. Additionally, Alex Nichols, Senior Associate, brings his regulatory process expertise and knowledge on customs strategies across many industries, which are critical to the MBS team.

OUR TRADE TEAM



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