



INTERNATIONAL TRADE
PRACTICE

Navigating the Cross Sections of Trade and Policy



USTR Opens Comment Portal to Reinstate Certain China Tariff Exclusions

On October 4, 2021, U.S. Trade Representative (USTR) Katherine Tai announced the Biden Administration's approach to trade with China. This included reopening a targeted process for requesting exclusions from the Section 301 China tariffs, most of which expired on December 31, 2020. Between October 12 and December 1, USTR will accept applications to reinstate exclusions that had received an extension under the Trump Administration. USTR will evaluate each exclusion on a case-by-case basis and encouraged commenters to address sourcing challenges, changes in global supply chain, severe economic harm of the tariffs, and domestic capacity for producing the product in the U.S.

Michael Best Strategies (MBS) has been engaged in USTR's Section 301 exclusion process since its inception in 2018 under the Trump Administration. We have a dedicated team of trade experts who work with our clients to ensure they effectively navigate the Section 301 exclusion process and engage with Congress to garner political support. Our team filed over 2,000 exclusion requests and secured over \$128 million in Section 301 tariff savings for clients spanning a dozen industries, including chemical, electrical manufacturing, hardware, home appliance, personal and dental care, materials handling, outdoor sportsmen equipment, and others.

We are experts on the tariff exclusion process, with a success rate well above the industry average, and we provide trusted strategies to chart a path for our clients' success. We know the key trade players on Capitol Hill and in the Biden Administration and can help you effectively build the political support to see your tariff exclusion through.

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. The success we share with our clients has saved 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.

Some services our MBS Trade Practice provides include:

- Section 301 and 232 Steel Tariff Exclusion
- Trade Agreement Evaluation
- 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
- Anti-dumping & 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. **Alex Nichols**, Senior Associate, brings his expertise and success in the Section 301 and 232 exclusion processes, as well as various customs strategies and in building political support on Capitol Hill for our clients. **Harrison Collins**, Senior Legislative Assistant, has extensive experience with various trade regulatory processes and conducting outreach to Members of Congress, the White House and Federal Agencies. Before joining the MBS team, **Bridget Visconti**, Legislative Assistant, worked in the Executive Office of the President as a Confidential Assistant to U.S Trade Representative Robert Lighthizer during the NAFTA renegotiations and Section 301 investigation; she went on to work for Chairman Kevin Hassett at the Council of Economic Advisors.

OUR TRADE TEAM



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