



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. **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



Denise Bode

Partner • Washington, D.C.
dabode@michaelbeststrategies.com
T. 202.844.3804



Sarah C. Helton

Partner • Washington, D.C.
schelton@michaelbeststrategies.com
T. 202.747.9575



Mike Dankler

Principal • Washington, D.C.
mldankler@michaelbeststrategies.com
T. 202.595.7924



Alex Nichols

Senior Associate • Washington, D.C.
janichols@michaelbeststrategies.com
T. 202.844.3820



Harrison Collins

Senior Legislative Assistant • Washington, D.C.
hccollins@michaelbeststrategies.com
T. 202.844.3811



Bridget Visconti

Legislative Assistant • Washington, D.C.
bfvisconti@michaelbeststrategies.com
T. 202.595.7931

Michael Best Strategies LLC is affiliated with and owned in part by the law firm of Michael Best & Friedrich LLP. Your retention of Michael Best Strategies LLC does not constitute or otherwise create an attorney-client relationship with the law firm of Michael Best & Friedrich LLP. Additionally, Michael Best Strategies LLC cannot and will not provide any legal services. If during the course of your representation by Michael Best Strategies LLC it becomes apparent that your interests will be furthered by the provision of legal services, you may at your discretion choose to enter into an attorney-client relationship with Michael Best & Friedrich LLP. However, your retention of Michael Best Strategies LLC does not require you to use Michael Best & Friedrich LLP for any such legal services.