

Lowenstein Sandler Expands D.C. Office With Launch of Global Trade & Policy Practice

Lowenstein Sandler LLP has launched a Global Trade & Policy practice that advises clients on the growing array of U.S. government regulations of global investments and trade, including foreign investment restrictions, trade sanctions, import tariffs, and evolving export controls. Doreen M. Edelman, most recently the co-leader of the Global Business Team at law firm Baker Donelson, will chair the group. Based out of Lowenstein's Washington, D.C. office, Global Trade & Policy joins the Antitrust & Regulatory and Insurance Recovery teams as the third practice group in the firm's D.C. office.

In a release, the firm said the Global Trade & Policy group will provide U.S.-based clients, foreign clients, and foreign-owned U.S. companies with compliance and policy development services. Areas of emphasis will include import tariffs and classifications, OFAC regulations and sanctions, CFIUS review protocols, and export controls. The team will assist clients in managing and reducing risk, especially regarding Chinese tariffs, by drafting exclusion requests and providing strategic guidance on these matters. Lowenstein clients in key economic sectors will benefit from the team's counsel regarding foreign investment risks, evolving regulatory burdens, and technology-related issues pertaining to export issues.

"Whether it's new CFIUS requirements for foreign investments in U.S. businesses, secondary sanctions issues, or evolving export controls on technology, nearly every transaction we are seeing requires a command of the global trade landscape," said

Gary M. Wingens, Lowenstein Sandler's Chairman and Managing Partner. "Doreen and her team provide our firm with world-class experience to help guide our clients through this increasingly complex area."

The firm said Edelman advises clients on the risks associated with export controls, customs matters administered by U.S. Customs and Border Protection (CBP), and U.S. economic sanctions in cross-border M&A and investment transactions and on requirements pertaining to technology, software, defense articles and services, and commercial goods. She has deep knowledge of the Committee on Foreign Investment in the United States (CFIUS) and the new requirements under the Foreign Investment Risk Review Modernization Act (FIRRMA). Edelman counsels companies on Bureau of Industry and Security (BIS) and Directorate of Defense Controls (DDTC) export control regulations. She also counsels on the Treasury Department's Office of Foreign Assets Control (OFAC) requirements, including compliance with U.S. sanctions frameworks, OFAC's Specially Designated Nationals list, and the ever-evolving sanctioned-countries programs involving nations such as Iran, Cuba, North Korea, Russia/Crimea, Syria, and Sudan.

Edelman has represented high-profile international clients such as the Sultanate of Oman, where she secured passage of the U.S.-Oman FTA, and she also served as general counsel to the American-Turkish Council.

"Our new practice group will dovetail with Lowenstein Sandler's existing transactional work in private equity, M&A, trade, and import-export compliance," Edelman said. "Companies around the world are facing new challenges when it comes to emerging technologies, global investments, international trade, and complex regulatory challenges. Helping our clients navigate this space to minimize risks and improve diligence with respect to trade regulatory compliance is imperative to avoiding serious problems down the road. Our team is situated perfectly to provide important guidance while bolstering

Lowenstein Sandler's global footprint."

The team members joining Edelman at Lowenstein Sandler include:

- Abbey E. Baker, who joins as counsel, advises clients on a broad array of trade compliance issues, including import and export controls, economic sanctions, anti-bribery and anti-boycott compliance, CFIUS and FIRREA reviews and filings, CBP procedures and regulations, USCIS Form I-129 Part 6 certifications, and immigration-related sanctions issues.
- Andrew Bisbas, who joins as an associate, focuses his practice on import and export controls, anti-dumping, economic sanctions, anti-boycott and anti-bribery compliance, CFIUS foreign investment issues, business-related USCIS immigration issues, and CBP procedures and regulations. He assists clients with import/export classifications and securing licenses from the BIS, the DDTC, and OFAC.
- Megan C. Bodie, trade analyst, researches a broad array of trade topics, including customs classifications, statutory and regulatory updates, international trade statistics and trends, and government enforcement actions.

Gary Klein and Alex Edelman of recruiting firm Klein Landau LLC introduced Edelman to Lowenstein Sandler.