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Emilia Ungur

MEET THE LAWYERS

The ideal legal advisor combines first-rate technical expertise with experience of implementing the law in practice. *WorldECR* profiles some of DC's finest export controls/sanctions practices.

There's a real spectrum of firms in Washington, DC offering export control and sanctions advice. Most of the 'big name' international practices have a presence, their trade security teams operating alongside finance and corporate, and possessing all the accoutrements of the global brand. But this is also an area in which smaller, niche outfits, either combining sanctions/export control experience with other specialised areas including government relations, technology, customs or tax, or as stand-alone trade practices, can shine.

Thompson Coburn LLP fields more than 350 lawyers practising in Chicago, St. Louis, Los Angeles, Washington, DC and Southern Illinois. Its D.C. office, active since 1982, is responsible for liaising with federal agencies and the U.S. Congress on regulatory matters in the fields of transportation; utilities; international trade, finance, customs and export control; government contracts; intellectual property; telecommunications; corporate and securities; postal and publishing; and litigation, including appellate matters.

The International Trade practice, structurally part of the Federal Practice group, comprises four partners and two associates, who

advise clients on export controls and financial sanctions, as well as on anti corruption, CFIUS, conflict minerals and customs laws. Industry sector expertise is wide, including finance and reinsurance, electronics, miscellaneous engineered components, satellite technology, chemical, encryption, and medical devices.

Among its past experiences, the firm recounts:

- Advising a satellite technology company regarding export controls after completing a directed disclosure regarding the failure to adhere to licence conditions. In this case, the executives of the company were required to meet with the

Department of State to assure their commitment to compliance. Notwithstanding the severity of the violations, the matter was settled without penalty;

- Advising an engineering company regarding violations associated with the exportation of valves controlled under 2B350 and the disclosure of the same;
- Advising an engineering company about the export controls applicable to flight control components associated with military aircraft;
- Advising a medical device manufacturer on adherence to TSRA licence requirements regarding the sale of medical devices to Iran;
- Advising a large chemical company which failed to recognise the export control and sanctions implications of its re-domiciliation to the United States, until questioned by the Securities and Exchange Commission. After a thorough review of all transactions, the case was closed without penalty.

The International Trade group at **Crowell & Moring**, headed up by partner Jeff Snyder, fields three partners, including export controls and sanctions contact Cari Stinebower, plus six associates, whose combined expertise covers anti corruption/anti-bribery; CFIUS; anti-money laundering; anti-dumping/ countervailing duties and customs. It has particular experience advising financial institutions (banks, (re)insurance, broker-dealers, private equity), government contractors, publishing companies, trade associations, manufacturers, retailers, shipping companies, exporters and technology companies.

Amongst recent client instructions the team has:

- Provided OFAC compliance guidance to a multinational corporation with expansive dealings in Russia with respect to maintaining compliance with U.S. and EU sanctions while continuing business in the region. Guidance included identifying potential

DC export controls and sanctions law firms

Arent Fox

Berliner, Corcoran & Rowe, LLP

Covington & Burling LLP

Crowell & Moring

Dechert LLP

Fried, Frank, Harris, Shriver & Jacobson LLP

Goodwin Procter LLP

Holland & Hart LLP

Jacobson Burton PLLC

Latham & Watkins

Miller & Chevalier

Nixon Peabody

Sidley Austin LLP

Thompson Coburn LLP

Trade Pacific PLLC

Zuckerman Spaeder LLP

This list does not purport to be exhaustive

touch-points to sanctioned parties, the establishment of formal global sanctions recusal policies, and sanctions exclusions clauses in contracts;

- Participated in export controls, anti corruption/anti-dumping, imports and sanctions due diligence where a private equity fund was acquiring a U.S. tech company with global sales;
- Counselling a well-known consulting firm in connection with compliance with OFAC's regulations as they relate to travel transactions;
- Assisted a commodities contract broker-dealer with compliance with U.S. sanctions regulations;
- Provided compliance counseling to a global health insurance and health services company on OFAC and FCPA issues.

Zuckerman Spaeder LLP is a specialist litigation firm, home to a nationally recognised white-collar criminal defence and investigations practice. It was founded in Washington, DC in

1975. Practice areas include appellate, bankruptcy, business counselling, civil litigation, class actions, food and drug, government ethics and election law, insurance, legal profession and ethics, Native American law, plaintiff's litigation, real estate, securities litigation, tax litigation, and, as mentioned above, white-collar criminal defence and government investigations.

Export control and sanctions-related work is conducted by lawyers in the white-collar practice: Amit Mehta and Aitan Goelman in DC, along with Sandy Weinberg and Marcos Hasbun in Tampa, are all experienced in dealing with issues of export controls and sanctions. The same department is also responsible for covering the full range of white-collar and civil enforcement defence work, including, of particular interest to international clients, Foreign Corrupt Practices Act and cartel enforcement. Since the practice primarily handles criminal and civil enforcement matters, it does not have a particular industry focus.

In recent times, the firm has:

- Represented U.S. citizen Yaming Hanson on charges of criminal violation of export control regulations – the matter was resolved with the dismissal of the export control charges;
- Defended Robert Quinn, criminally charged with violating the Iran sanctions regulations – the matter was resolved with the dismissal of the sanctions breach charges;
- Defended U.S. company Myus.com in a criminal investigation of violations of export control regulations;
- Defended a U.S. citizen charged with violation of the Sudan sanctions regulations;
- Defended a South African aviation company in administrative proceedings before the U.S. Department of Commerce.

Arent Fox's International Trade Practice, headed by partner Kay Georgi, is an integral part of the firm's Washington, DC office, which was first opened in 1942 and still serves as its



Les Carnegie,
Latham & Watkins



William McGlone,
Latham & Watkins



Rich Matheny,
Goodwin Procter



Kay Georgi,
Arent Fox

main headquarters. Today, a team of four partners and five associates offers counsel to clients on a broad swathe of trade-related issues.

The practice is experienced in working with the sectors of defence, security, oil & gas, energy equipment and services (including exploration), sensors, lasers, navigation (e.g. GPS, IMUs, INS), encryption, information security, computers, processors, memory, aircraft/aviation, crime control, nuclear, machinery and equipment of all sorts, health care/medical devices and financial and insurance services. Clients of the team have included 3M, Dover, Leidos/SAIC, G4S and Topcon. Recently, the firm has dealt with matters including:

- Advising a manufacturer and exporter of amplifiers in simultaneous voluntary and directed disclosures with the departments of Commerce and State and related criminal proceedings;
- Assisting a well-known manufacturer of crime-control devices to obtain favourable classification determinations eliminating all potential violations related to the exports of technology;
- Conducting pre- and post-acquisition due diligence for a company making multiple acquisitions, including investigations and voluntary disclosures to the departments of State, Commerce, and Treasury (OFAC);
- Advising a Europe-headquartered geophysical services company on defence and dual-use export controls and economic sanctions issues; and

- Investigating violations of a global diversified manufacturer related to unintended trade with U.S. embargoed countries.

Covington & Burling, headquartered in Washington, DC since 1919, also has offices in Beijing, Brussels, London, New York, San Francisco, Seoul, Shanghai, Silicon Valley and San Diego. Alongside advising on issues related to export controls and sanctions, the International Trade Practice Group, which is home to eight partners and 20 associates, regularly acts in a variety of other areas of practice such as anti corruption, anti-money laundering, CFIUS, customs, cybersecurity, government contracts, international investment disputes, international public policy, privacy and data security and trade policy and proceedings.

In particular, the team is sought out for representation by clients in the oil and gas, software and high-technology, pharmaceutical and biotechnology, aerospace and defence sectors, including ExxonMobil, Bristol-Myers Squibb and Hewlett-Packard, as well as financial institutions.

Recent matters have included:

- Advising major international companies and financial institutions – including an international oil and gas company, a multinational financial services holding company, a multinational conglomerate corporation, an American bank and securities firm, two leading pharmaceutical companies, and manufacturing companies, among others – on U.S. and EU sanctions relating to the unrest in Ukraine;

- Assisting a leading non-U.S. energy company in a major internal review of sanctions compliance triggered by enforcement inquiries from the U.S. government about financial transactions involving certain U.S.-sanctioned markets. The firm is also advising on the EU sanctions dimensions of these transactions, and the matter has involved engagement with the U.S. departments of State and Treasury;
- Advising a subsidiary of a Fortune 500 aerospace company regarding many facets of its compliance with U.S. export control laws and regulations, particularly the defence trade control regulations of the ITAR. Covington has led around a dozen internal investigation matters for this client and developed export compliance plans for several of the company's high-profile international projects;
- Advising a major non-U.S. financial institution in connection with its processing through U.S. financial institutions of U.S. dollar transactions on behalf of U.S.-sanctioned clients. Other major non-U.S. banks have already resolved similar claims by U.S. federal and state enforcement authorities and have paid penalties in the hundreds of millions of dollars;
- Advising an international logistics company in connection with shipments to Syria of U.S.-origin computer equipment that the U.S. government alleges has been used by the al-Assad regime to interfere with Internet access and repress the Syrian people.

Key members of the DC team



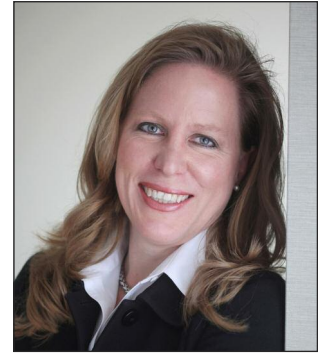
Rob Torresen,
Sidley Austin



Steve Pelak,
Holland and Hart



Robert Shapiro,
Thompson Coburn



Cari Stinebower,
Crowell & Moring

include Kim Strosnider, Peter Flanagan, Peter Lichtenbaum and Corrinne Goldstein.

Fried, Frank, Harris, Shriver & Jacobson LLP opened its Washington, DC office in 1949. The sanctions and export controls practice is based within the firm's International Trade & Investment group. It is led by the Hon. Mario Mancuso, a former member of the President's national security and economic leadership teams, and comprises two partners, one of counsel and six associates.

The team advises on the full range of U.S. and EU legal requirements affecting international trade and investment, including: economic sanctions, defence, trade and dual-use export controls, anti corruption and anti-boycott, CFIUS and cross-border investment clearance, as well as anti-money laundering. Clients include companies in the aerospace and defence, energy, manufacturing, high-technology, software and industrial sectors, and financial institutions and investment funds, among others.

In addition to DC, the firm has offices in New York, Frankfurt, London, Paris, Hong Kong and Shanghai.

Recent illustrative instructions include:

- Advising a large non-U.S. (global) telecommunications infrastructure company on the preparation of licence applications to OFAC and the European host country export control authority in relation to certain particularly sensitive economic sanctions programmes;
- Advising a leading U.S. oilfield equipment and service company through a U.S. export control

commodity jurisdiction and classification review of its entire product and technology portfolio;

- Advising a leading global satellite company in connection with a sensitive ITAR investigation by the U.S. government;
- Advising a major multinational energy company on compliance with U.S. economic sanctions regimes regarding a number of oil-producing countries, including the impact of both direct and extra-territorial U.S. sanctions on the company's business activities;
- Advising a Top 5 European aerospace, defence and security company in connection with CFIUS advice with respect to its potential acquisition of a U.S. company.

Well known for its corporate and securities practices, complex litigation, real estate, financial services and asset-management expertise, **Dechert LLP** also offers counsel on export controls and sanctions compliance as part of its International Trade and Government Regulation department, headed up in Washington, DC by Jeremy Zucker. The team brings together ten individuals: two partners, five associates, one senior director, one director and one trade and regulatory advisor.

Clients are from a wide range of industry sectors, including technology, banking and financial services, logistics, defence, telecommunications, financial information, software, energy, manufacturing, private equity and data protection and privacy.

While focusing on international trade, specialist lawyers at Dechert have also advised clients on other areas of practice such as: anti-boycott compliance, anti-bribery/anti

corruption (FCPA, UK Bribery Act), anti-money laundering (USA Patriot Act), customs procedures and supply chain management, economic sanctions and trade embargoes, EU regulation and government affairs, EU internal market policy, Foreign Intelligence Surveillance Act (FISA), infringement of European regulation, export controls, national security reviews of foreign direct investment (CFIUS), negotiation of EU free trade agreements and EU preference schemes, policy development within the European Union, trade defence measures, trade legislation and policy, and working effectively in the European Union.

Recent instructions for the team include:

- Conducting an internal investigation into activities of a publicly traded high-technology client's Chinese subsidiary regarding potential sales in violation of the Export Administration Regulations;
- Conducting an internal investigation into the activities of a Middle Eastern airline regarding violations of U.S. export controls and economic sanctions applicable to Iran, and negotiating a settlement with U.S. enforcement authorities;
- Defending multiple officials of a major European financial institution in connection with an investigation by the U.S. departments of Justice and Treasury and the District Attorney of New York regarding potential violations of U.S. economic sanctions laws;
- Conducting an internal investigation into violations of U.S. and Brazilian anti-bribery laws by Brazilian distributors of a publicly-traded medical device company;



Jeremy Zucker,
Dechert



Mario Mancuso,
Fried Frank



Amit Mehta,
Zuckerman Spaeder



Michael Burton,
Jacobson Burton

- Representing a sovereign wealth fund before CFIUS in connection with its investment in a U.S. software company.

Latham & Watkins LLP was established in 1934 in Los Angeles, California, but the firm's largest office is today in New York City. The Washington, DC office was opened in 1978; today it counts 280-plus lawyers.

The firm's Export Controls, Economic Sanctions & Customs team is composed of 16 partners, three counsel and 17 associates, practising in the fields of anti-boycott laws, anti-terrorism controls, anti-money laundering regimes, customs and import regulations, export control laws, foreign investment in the U.S., FCPA, UK Bribery Act, and trade and economic sanctions. Key contacts include William McGlone, Les Carnegie and Kevin DiBartolo.

Latham's export controls team has been very involved with clients in the aerospace and defence, energy (particularly oil & gas), satellite/communications, and semiconductors sectors, representing clients such as Genzyme, Honeywell International, Schlumberger Limited, Stratasys, and United Technologies Corporation.

Recent instructions have included:

- Representing a Fortune 50 multinational in the energy sector in multiple grand jury investigations, SEC investigations and related administrative investigations and enforcement actions, and internal compliance reviews focusing on potential violations of U.S. sanctions against Iran, Sudan, Cuba and Syria;
- Representing various business units of a Fortune 50 aerospace and

defence company in multiple internal investigations, voluntary disclosures and corrective actions/compliance enhancements in connection with pre- and post-settlement of export controls criminal/administrative settlements of U.S. government enforcement actions;

- Advising a well-known aircraft original equipment manufacturer in the development and implementation of automated logic trees for export jurisdiction and classification of aircraft parts and components;
- Representing CARE USA regarding its compliance with U.S. sanctions against Syria, Cuba, Sudan and Somalia. Matters have involved securing licensing from the U.S. Treasury Department's Office of Foreign Assets Control as well as the U.S. Commerce Department's Bureau of Industry and Security to carry out humanitarian activities in countries subject to U.S. sanctions.

Sidley Austin's Washington, D.C. office opened its doors in 1963 with just three lawyers. Since then, it has grown to be one of the city's largest, home to more than 300 lawyers and policy professionals who provide regulatory, policy and litigation services to domestic and international clients.

Its International Trade department, headed up Andrew W. Shoyer, sees six other partners and 10 associates advising on issues of antidumping, countervailing duties and trade remedies, CFIUS, customs, export controls and economic sanctions, international intellectual property, market access and regulatory barriers, trade policy and negotiations and WTO disputes, particularly in the agribusiness, chemicals, financial

services energy insurance/reinsurance, investment funds, pharmaceuticals/life sciences, manufacturing, and technology industry sectors.

In the recent past, the International Trade team has:

- Represented a Fortune 100 manufacturer in concurrent investigations by five federal agencies relating to compliance with dual-use export controls and economic sanctions laws;
- Conducted export control and sanctions compliance due diligence in large M&A transactions;
- Advised a U.S. defence contractor in connection with ITAR jurisdiction and licensing issues;
- Presented export control and sanctions training programmes to 40 domestic and foreign subsidiaries of a large U.S. diversified industrial company;
- Conducted an internal investigation of economic sanctions compliance and prepared voluntary disclosures for a large pharmaceutical company.

Trade Pacific PLLC is a DC-based international trade law firm, formed in 2004, that provides legal services to a wide array of clients who wish to navigate U.S. trade laws. Its export controls and economic sanctions practice is run by three partners within the firm, an affiliated partner in Vietnam, and a government advisor in Washington, DC partner Corey Norton, who recently joined the firm from Keller and Heckman, is the firm's export controls and sanctions contact.

Also active in the areas of anti corruption, antiboycott, trade remedies (antidumping, countervailing duties and safeguards), customs and FDA food safety for imports, particularly



Larry E. Christensen,
Miller & Chevalier



Barbara M. Linney,
Miller & Chevalier



Kathryn Cameron Atkinson,
Miller & Chevalier



Grayson Yeargin,
Nixon Peabody

seafood, Trade Pacific has worked closely with contractors from the industrial processing (oil and gas, chemicals etc.), energy, biotech, electronics, automotive, chemicals and other sensitive materials and defence industries.

Recently, the firm has:

- Defended a global automotive company in an enforcement action involving exports of production equipment, revising and implementing compliance procedures in connection with the same;
- Obtained commodity jurisdiction determinations for a defence contractor manufacturing a range of weapons systems, military vehicles and related components and collective protection equipment, advising on licence requirements and available exceptions;
- Conducted an international trade due diligence for a global Fortune 50 company acquiring and selling companies;
- Advised U.S. and non-U.S. companies on the legality of dealing with embargoed countries and how to prepare for and react to new sanctions arising in places such as Ukraine and Libya;
- Conducted anti corruption investigations in Asia for a number of global companies.

Jacobson Burton PLLC is one of the newer practices in DC – formed in January of this year and bringing together the experience of Michael Burton (formerly of Arent Fox and Joiner Burton) with Douglas Jacobson, who had previously been sole name partner of his own firm.

A specialist trade law practice, in addition to export control and

sanctions work, the firm handles anti-boycott compliance; FCPA and anti corruption compliance; U.S. customs and import regulatory matters; antidumping and countervailing duty proceedings; international aviation and U.S. Department of Transportation enforcement proceedings; and international trade policy matters (including GSP and free trade agreements).

The partners advise clients across a wide spectrum of sectors, including oil and gas, chemical, automotive, electronics, defence, medical, agricultural, software, aviation, engineering, financial services, e-commerce, and insurance.

Recent instructions include:

- Advising a Fortune 10 company on export controls and economic sanctions compliance and licensing;
- Advising a multinational law firm in conjunction with OFAC voluntary disclosure, resulting in a warning letter;
- Obtaining numerous OFAC and BIS licences authorising the export and payment for sales of agricultural commodities and medical devices to embargoed countries;
- Preparing technical assistance agreements (TAA) for a U.S. subsidiary of a European defence contractor to manufacture next generation ITAR-controlled optical equipment;
- Preparing voluntary disclosures to BIS, OFAC and DDTC in connection with e-commerce transactions involving embargoed countries resulting in warning letters from all agencies.

Berliner, Corcoran & Rowe, which opened in DC in 1990, is home to an

export control and sanctions practice which boasts four partners and three counsel/associates practising full time – and others when occasion demands.

Key contacts are Ben Flowe, Wayne Rusch, John Ordway and Dan Fisher-Owens. The team is active for clients on EAR, ITAR and sanctions matters; foreign trade regulations; nuclear export controls; anti-boycott, anti corruption/bribery; CFIUS; extradition; software licensing; international tax disputes; cross-border business transactions; customs; and represents foreign governments and advises on government procurement-related work.

Clients are from a broad range of specialised industries including, but not limited to: advanced materials, aerospace, automotive, ceramics, chemical and biological agents and processing equipment, computers and software, defence, electronic test equipment, encryption, financial and insurance, geographic information systems, geophysical instruments, industrial lasers, infrared devices, irrigation equipment, international shipping and logistics, machine tools, medical devices, microelectronics, networking/ cloud computing, nuclear and oilfield tools.

Indicative instructions include:

- Working to improve the remote sensing satellite licensing function for an allied government;
- Obtaining export authorisation for a leading U.S. think tank to advise a close U.S. ally on a shipbuilding programme for a new class of warship;
- Advising U.S. and non-U.S. companies on compliance with new Russia/Ukraine sanctions and on their application to a variety of fact patterns;



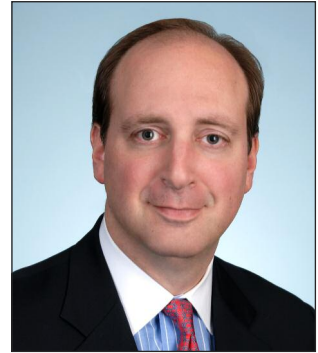
Ben Flowe,
Berliner, Corcoran & Rowe



Corey Norton,
Trade Pacific



Kim Strosnider,
Covington & Burling



Mark Plotkin,
Covington & Burling

- Working with OFAC and BIS to clarify the application of controls to cloud computing and other forms of e-commerce, internet and other high-tech communications and products;
- Advising on whether, when, and how to voluntarily disclose clear violations and gray area applications of EAR, ITAR, and sanctions;
- Training clients on applying Export Control Reform regulatory revisions to products and compliance programmes.

Holland & Hart LLP, which opened its DC office in 2001, has an Export Control/Trade Sanctions Defense and Compliance Group (lead by partners Steven Pelak and Triplett Mackintosh) that includes three partners, four of counsel and an associate. Between them, team members undertake alongside export control and sanctions law: customs law/import control, government investigations and white-collar defence, aerospace, international trade, FCPA and anti corruption laws, and CFIUS work.

Clients come from numerous sectors, including defence manufacturers and service providers, aerospace, mining, munitions and firearms, high-technology and software.

Recent instructions and ongoing matters for the firm include:

- Representing a non-U.S. manufacturing concern (over \$60 billion in annual sales) with regard to global compliance with U.S. sanctions as to Iran and other markets. The matter involves close work concerning secondary Iranian sanctions and restrictions on certain industries;

- Representing a Fortune 100 publicly-traded U.S. technology firm with respect to compliance with Syria sanctions and resolution of those matters with the U.S. Treasury Department;
- Providing advice and counsel on export control issues to U.S. national laboratories;
- Defending a U.S. defence systems manufacturer in parallel criminal and administrative proceedings under the ITAR;
- Representing a publicly-traded global e-commerce service company with regard to U.S. sanctions and anti corruption compliance as to all international operations.

Miller & Chevalier opened its offices in DC in 1920. The export control and sanctions group practises out of the firm's International Department, led by Kathryn Cameron Atkinson – though key export control/sanctions contacts are Barbara Linney and Larry Christensen. Related areas of work undertaken by the firm include: Foreign Investment Review (CFIUS), defence security, merger and acquisition due diligence, Foreign Corrupt Practices Act (FCPA) and international anti corruption, anti-money laundering, customs and import trade, global compliance and risk management, internal investigations, international trade remedies, investment disputes and international arbitration, and trade policy and market access.

Illustrative recent instructions for the team include:

- Assisting multiple manufacturers in the preparation of commodity jurisdiction requests, and the development of procedures for

determining the commodity jurisdiction of aircraft avionics and other products and components. The firm drafted self-jurisdiction analyses and provided comprehensive consulting on all export control and embargo programmes. The firm also has advised a client on a U.K. end-use 'informed' notice regarding weapons of mass destruction activity of a distributor.

- Defending several government-initiated export controls investigations and allegations stemming from voluntary disclosures that involved multiple alleged unauthorised exports. The investigations were settled with warning letters based upon substantial and comprehensive improvements in the clients' compliance plans, processes and procedures, automation, and training strategies.
- Representing a non-U.S. company and its president in defence of U.S. Department of Justice criminal charges and threats of extradition. Results achieved by the firm included a plea agreement with recommendation for no jail time, a relatively small criminal fine, and no administrative fines by OFAC or the U.S. Bureau of Industry and Security. All administrative matters have been completed, and the criminal case is resolved.
- Advising a major engineering firm on how to enter an ITAR-controlled field while preparing a voluntary disclosure to DDTC for the unauthorised release of ITAR-controlled technical data to foreign persons.

At **Nixon Peabody**, export controls and

sanctions-related work is primarily handled by partners Grayson Yeargin and Peter Durant, working alongside counsel Alexandra Lopez-Casero. Typical clients for the firm are government contractors, defence and security companies, military suppliers, software developers, information technology providers, outsourcing companies, medical device companies, health care organisations, universities, research organisations, software-as-a-service providers, tech companies, banks, financial institutions, small business innovation research participants and law enforcement suppliers.

Instructions include undertaking internal investigations, preparing voluntary disclosures and defending against civil and criminal enforcement actions, as well as conducting due diligence and assisting in negotiating language for clients engaged in global M&A activity to avoid violations of U.S. export controls and sanctions.

Other areas of practice for Yeargin, Durant and Lopez-Casero include advising on government investigations of government contractors and contractor compliance, including False Claims Act (FCA) compliance, Foreign Corrupt Practices Act (FCPA) and Foreign Agents Registration Act (FARA) related work, and advising companies on the legal and regulatory compliance requirements that arise in the national security and defence industries.

Recent instructions include:

- Successfully negotiating a favourable plea agreement for a client who was indicted by the United States government for exporting sensitive dual-use items;
- Co-ordinating the internal investigation of a public company that discovered that some of its products were transshipped to an embargoed country – the matter involved an investigation into issues handled by the Office of Foreign Assets Control, U.S. Department of Treasury;
- Assisting in the coordination of an internal investigation of a large, public company concerning potential Foreign Corrupt Practices Act issues;
- Providing advice to companies and lobbying firms concerning laws governing lobbying and registration



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under the Foreign Agents Registration Act.

In addition to its strong domestic footprint (offices in a dozen U.S. cities, including DC), the firm has a London office and offices in Hong Kong and Shanghai.

Founded in 1912 and with its corporate headquarters in Boston, **Goodwin Procter** has offices in six U.S. cities, and also in London and Hong Kong.

Sanctions/export control-related work is undertaken by the firm's National Security and Foreign Trade Regulation Practice which assists, amongst others, clients involved in cross-border transactions, such as the export and re-export of sensitive goods and technologies; investments and other dealings having national security implications; and relationships with persons and entities that may be governed by U.S. economic sanctions, anti-money laundering and anti corruption laws.

The firm represents businesses in a range of sectors including technology, clean technology, financial services, transportation, real estate, energy, and defence manufacturing, among others. It sees six regulatory regimes as being at the heart of that practice: OFAC regulations, the EAR, ITAR, CFIUS, U.S. Patriot Act and anti-money laundering laws and the FCPA.

Richard Matheny III is the head of the practice; litigation partner Gus Coldebella is another key contact.

Recent experience includes:

- Defending a California resident and his company in a federal criminal prosecution involving the export of laptop computers to Iran through Dubai, U.A.E. (*United States v. Online Micro, D.D.C.*);
- Investigation and disclosure to OFAC of a U.S.-owned foreign subsidiary's transactions with airlines owned by the Cuban government and listed as specially designated nationals;
- Representing before the SEC Office of Global Security Risk a major travel website company in an investigation of travel-related services pertaining to Iran, Sudan and Syria; and of a test-preparation company in an investigation of a franchisee located in Syria;
- Advising on deemed exports relating to the disclosure of EAR-controlled ultraviolet LED technology to Chinese nationals and the disclosure of ITAR-controlled optoelectronics technology to Israeli nationals; and
- Advising on ITAR ramifications of carrying armed security personnel to defend against piracy in the Gulf of Aden (where the client was an ocean common carrier).