



## Robert Shapiro

Partner

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### PRACTICES

- International Trade

### EDUCATION

- Cornell Law School, J.D., cum laude, 1996, LL.M., cum laude, 1996
- Connecticut College, B.A., Economics with a concentration in Biochemist, 1983

### ADMISSIONS

- District of Columbia
- New York
- Court of Appeals for the Federal Circuit
- Court of International Trade
- Customhouse Broker

### AFFILIATIONS

- The American Association of Exporters and Importers
- The Court of International Trade Bar Association
- The Customs Trade Support Network, Trade Ambassador
- American Bar Association Customs Committee
- Society for International Affairs
- Women in International Trade
- Washington International Trade Association

## Robert counsels clients in all aspects of international transactions with a focus on the trade and shipment of goods.

He regularly represents clients before Customs and Border Protection, the U.S. Department of Commerce, the U.S. International Trade Commission, the U.S. Department of State, the Federal Maritime Commission, the Office of the U.S. Trade Representative and the United States Congress.

Robert chairs the Firm's International Trade practice. He has extensive experience in advising clients on issues concerning the valuation, classification and origin of imported merchandise; duty-deferral and recovery; free trade agreements; and export controls governing sanctions at the Office of Foreign Assets Control (OFAC), dual use goods under the Export Administration Regulations (EAR) and munitions under the International Traffic in Arms Regulations (ITAR). Robert represents clients in antidumping, safeguard and other trade remedy actions before the International Trade Commission and the Department of Commerce.

Whether it is the classification of chemicals under the Harmonized Tariff Schedule, understanding the implications and limitations of certain technical provisions of the Commerce Control List, understanding how to integrate a compliance system into a company's automated processes, or designing and conducting an investigation of potential compliance issues, Robert's background in the sciences and automation have proved to be valuable in understanding the technical information that is often at the core of international trade compliance issues.

Similarly, Robert develops unique arguments regarding the origin and classification of merchandise to avoid the additional duties imposed on goods from China.

Robert resolves trade issues with a multifaceted approach. For example, he has worked with U.S. Customs and the Department of Commerce to resolve classification disputes in Mexico. Robert also establishes systems and procedures that help his clients avoid regulatory pitfalls that often trap companies in international trade, and resolves problems that may occur, with minimal penalty exposure. As a licensed customs broker and foreign freight forwarder, Robert was the vice president of a major logistics firm prior to entering the practice of law, where he developed the automated systems for the preparation of customs entries and logistics documents, and aided the U.S. Customs Service in the development of its automated

**EMPLOYMENT**

- Thompson Coburn LLP Partner, 2005-Present
- Barnes, Richardson & Colburn Partner, 2000-2005 Associate, 1996-2000
- Samuel Shapiro & Company, Inc. Vice President, 1987-1993

**COMMUNITY**

- Trustee - Institute for Education
- Customs and Border Protection Trade Support Network, Trade Ambassador

systems. This experience enables him to provide his clients with a unique insight into both the transportation and regulatory aspects of trade, and the practical implications of compliance and enforcement measures, as well as an understanding of the complexities involved with implementing cargo security requirements throughout the supply chain.

Security issues are of a central concern to the importation and exportation of goods as well as foreign acquisition, ownership and control of U.S. entities. By understanding the diverse interests of the Departments of State, Defense, Homeland Security, Treasury and the other various agencies charged with implementing international trade security measures--broadly or narrowly defined--Robert is able to help clients establish transactions and acquisitions so as to avoid regulatory and policy road blocks.

**Recognitions**

- Listed in "Washington D.C. Super Lawyers," 2014-2017 (by Thomson Reuters)

**Presentations**

- Co-Presentor, "U.S. Trade Policy and Convergence of Import and Export Controls: Navigating the Complex International Trade Landscape" Strafford, January 24, 2024
- "Accidental Globalist – Exporter Edition," World Trade Center St. Louis, January 2023
- "How to File a Successful Petition with CBP," ICPA 2022 Summer Conference, Paradise Island, Bahamas, June 2022

**Publications**

- "International Trade Policy And Compliance Reflect Holistic Shift" article, *Law360* December 2022
- Checklists of Foreign Countries Subject to Sanctions; updated June 2022
- Trade Compliance Handbook; updated June 2022
- "Uyghur Forced Labor legislation passes House & Senate" January 2022
- "Cooperation and a commitment to a compliance program results in a DOJ non-prosecution agreement for SAP" May 2021
- "OFAC initiates 45-day wind-down of Belarus General License 2" April 2021
- "USTR proposes duties in response to six countries' Digital Services Tax" April 2021
- "Additional due diligence may be required for many exports to China" January 2021

- "U.S., China ease commercial air carrier tensions" July 2020
- "USMCA allows challenges to U.S. grants of authority given to persons of Mexico providing cross-border long-haul trucking services in the United States" July 2020
- "Beware: It's time to reevaluate your exports and deemed exports to Hong Kong" July 2020
- "U.S. Releases guidance addressing sanctions evasion practices in maritime, energy and metal trading sectors" May 2020
- "Importing face masks and personal protective equipment during COVID-19" April 2020