

Overview

In order to gain market share, a company will often seek to develop its business internationally. This brings with it additional risks, which the company must manage. International trade involves not only tariff barriers, but non-tariff barriers, such as the different laws that apply to international commercial transactions between traders.

Companies engaging in international trade must negotiate their way through local laws, international treaties and the rules of common trade practices. Legal counsel must be versed in all three.

The lawyers at Dentons have achieved successful outcomes in virtually all aspects of global trade and investment law. We have expertise in advising clients about bilateral and multilateral trade agreements, such as the WTO, NAFTA and the EU's puzzle of regional trade deals. Leverage our in-house leading global expertise in trade and investment matters, our exceptional team of government relations and arbitration lawyers in the US, Canada and Europe, as well as our reliable local connections in numerous jurisdictions who can provide you with seamless advice worldwide.

As the expansion of global markets and value chains continues to make the world a smaller place, we keep you informed about the rules and practices governing your international business, as well as the tools that are available to them. We work with you to develop and implement the right strategies to keep you ahead of the curve.

Representative Experience

- **CHEMK Group:** Representing a world leading ferro-alloys company in several major trade defense proceedings before the European Commission, including reviews and refund proceedings. Dentons represented the same client in several parallel direct actions before the General Court of the European Union against measures and decisions adopted by the EU institutions. One of the legal challenges involves an unprecedented legal claim likely to have an impact on the future practice of the EU institutions in reviews of anti-dumping measures.
- **China Iron and Steel Association (CISA):** Advising before the European Commission on dumping, injury and public interest in the EU anti-dumping and anti-subsidy investigations concerning organic coated steel products from China. This was a high-profile case that, for the first time, combined anti-dumping and anti-subsidy investigations against Chinese steel products in the EU.
- **World-leading industrial group:** Assisting in pursuing an ambitious suspension of the EU import tariffs on a strategic material. The assistance was confirmed in communication with various services of the European Commission (Directorate General [DG] Taxation and Customs, DG Enterprise and Industry, DG Trade and DG Competition), as well as with stakeholders in the entire industry and independent experts. This is one of the most high-profile and complex projects at the intersection of EU trade law, competition, customs, economic policy and government affairs.

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