



## Robert Shapiro

Partner

Washington D.C.  
202 585 6926 direct  
202 585 6969 fax  
rshapiro@thompsoncoburn.com

### 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

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

### 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.

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 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

## 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

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-Presenter, "Ten Things You Need to Know About International Trade (and didn't know to ask)"; ACC National Capital Region CLE, September 29, 2015
- "Terms of Sale, Routed Exports and Export Controls"; October 14, 2014
- "Unraveling the Mysteries of Country of Origin in International Trade"; May 22, 2014
- "International Trade Law: Export Control Reform: What Does It Mean or Not Mean For Your ITAR and/or EAR Exports"; September 19, 2013
- "International Trade Law: Current Developments in U.S. Economic and Trade Sanctions"; September 12, 2012
- "International Trade Management and the Supply Chain: Legal Environment"; St. Louis University, March 9, 2012
- "The International Regulation of Trade"; University of Baltimore, February 21, 2012
- "Sampling and Offsetting in Audits and Prior Disclosures"; St. Louis Trade Compliance Professionals Roundtable, January 10, 2012
- "Export Controls"; Wireless Innovation Forum, December 1, 2011
- "International Trade Management and the Supply Chain: Legal Environment"; St. Louis University, May 5, 2011
- "Exports: Warnings, Traps and Considerations"; Corporate Counsel Institute, May 13, 2010

## Publications

- Checklists of Foreign Countries Subject to Sanctions; updated March 2017
- Trade Compliance Handbook; updated March 2017

