

**Jeffrey L. Snyder**

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**Practice Areas**

- International Business
- International Trade
- Pharmaceuticals
- Latin America Practice

**Jeffrey L. Snyder** heads the firm's International Trade practice group in the firm's Washington DC office. He joined the firm in 2002.

Since 1986, Jeff's practice has concentrated on the US regulation of international trade. Clients seek him out for troubleshooting and problem solving in cross-border transactions. With clients in industries such as chemical, electronics, pharmaceuticals, software, insurance, investment, and general trading, Jeff advises on Customs law, antidumping law, and other import laws. Creating strategies to eliminate, minimize, or manage the burden on imports is a feature of his practice.

Jeff's experience includes export controls and other outbound regulations, including the EAR, the ITAR, and the FCPA. He has worked extensively developing approaches for multinationals to manage the impact of U.S. extraterritorial regulations, such as the sanctions administered by the Office of Foreign Assets Control, and the scope of ISA and Helms-Burton. Jeff assists companies in day-to-day compliance with these laws, and with interventions - such as audits and investigations, and civil enforcement proceedings.

Jeff is a frequent speaker on international trade issues, and regularly makes presentations in the U.S. and abroad on U.S. trade regulation topics. He is ranked and recognized as a leading international trade lawyer, based on extensive client interviews and peer votes, in the following publications: *The Best Lawyers In America* in the area of international trade and finance law, *Chambers USA* and *Chambers Global*, and *The Legal Media Group's Guide to the World's Leading International Trade Lawyers*. Jeff serves as co-chair of the Inter-Pacific Bar Association's International Trade Committee for the 2010-2012 period. He is also the general editor of the Kluwer Law International publication, the *Global Trade and Customs Journal*.

Jeff received his B.A. from the American University (1980), J.D. from the American University School of Law (1983), and LL.M. from Columbia University (1984). In June 2007, Jeff delivered the Commencement Address at the California State University Bakersfield, School of Humanities & Social Sciences graduation ceremony. Jeff proudly attended classes there from 1976 through 1978.

### Education

- American University, B.A. (1980)
- American University Washington College of Law, J.D. (1983)
- Columbia Law School, LL.M. (1984)

### Affiliations

Admitted to practice: District of Columbia

### Publications

- "US: Careful Dealing," *Legal Week* (May 25, 2006). Co-Authors: Jeffrey L. Snyder, Lorraine B. Halloway and Alan W.H. Gourley.
- "International Legal Developments in Review: 2003 – Export Controls & Economic Sanctions," 38 *Int'l Law*. 117 (Summer 2004). Co-Authors: Alan W.H. Gourley, James W. Reed, Lorraine B. Halloway and Jeffrey L. Snyder.
- "Cuban Embargo May Hold Hidden Perils for Unwary Mining Companies," *Crowell & Moring Mining Law Monitor*, Vol. 20, Issue 2 (Summer 2003). Co-Authors: Jeffrey L. Snyder and James W. Reed.
- "Developments in Export Controls: The View from Washington," *Corporate Counsel – Asia Pacific* (July/August 2001). Co-Authors: Jeffrey L. Snyder and James W. Reed.
- "Recent Developments in US Export Controls on Encryption Software," *Journal of World Intellectual Property* (November 1999). Co-Authors: Jeffrey L. Snyder and James W. Reed.
- "US Steel Producers Resort to State Law in an Effort to Block Imports from Japan and Russia," *Kokusai Shoji Homu* (March 1999). Co-Authors: Jeffrey L. Snyder and Qureshi.
- "International Litigation: A Guide to Jurisdiction," *Practice and Strategy* (3rd Edition 1998 & Supp. 2000). Co-Author: Jeffrey L. Snyder.
- "US Export Controls on Encryption Software," *Journal of World Intellectual Property* (January 1998). Author: Jeffrey L. Snyder.

- "Iran and Libya Sanctions Act Perplexes Foreign Firms," *National Law Journal* (October 7, 1996). Co-Authors: Jeffrey L. Snyder and Kurland.
- "International Operations: Selected Compliance Management Issues for the Last Half of the '90s and Beyond," 134 *Corporate Counsel's International Advisor* 7 (July 1996). Author: Jeffrey L. Snyder.
- "New Legislation to Deter Investment in Cuba," 30 *Journal of World Trade Law* 37 (June 1996). Co-Authors: Jeffrey L. Snyder and Agostini.
- "Corruption in Asia: A Practical Guide to the US Foreign Corrupt Practices Act," *Asian Lawyer* (June 1996). Co-Authors: Jeffrey L. Snyder and Denning.
- "International Operations: Managing the Risks," *New York Law Journal* (May 20, 1996). Author: Jeffrey L. Snyder.
- "Obstacles to Doing Business in Vietnam: A View From Washington," *Vietnam Today* (June 1994). Author: Jeffrey L. Snyder.
- "US Trade Laws Affecting International Transactions," *PLI - Text on International Commercial Agreements* (1993). Co-Authors: Jeffrey L. Snyder and Hagihara.
- "Import Relief and Other Trade Law Developments," *ABA Section of Int'l Law, Int'l Trade Committee Newsletter* (1989, 1990, 1991). Co-Authors: Jeffrey L. Snyder and Carlson.
- "Practical Principles for Potential Investors: The Five P's," 15 *China Business Review* 14 (March-April 1988). Co-Authors: Jeffrey L. Snyder and Zhang.
- "A Timely Review of the United States' International Trade Laws for the Food and Drug Practitioner: The Need for Knowledge in a Period of Increased Internationalism," 43 *Drug and Cosmetic Law Journal* 123 (1988). Co-Authors: Jeffrey L. Snyder and Hertzberg.

### Alerts & Newsletters

- "This Month In International Trade - April 2012 ," *International Trade Bulletin* (May 4, 2012). Contacts: John B. Brew, Laurent Ruessmann, Jeffrey L. Snyder, Alan W. H. Gourley, Alexander H. Schaefer, Daniel Cannistra, Carrie F. Fletcher, Cari N. Stinebower, Michael Larmoyeux, James (J.J.) Saulino, Jini Koh, Lindsay Denault, David Wolff, Elena Klonitskaya.
- "This Month In International Trade - December 2011," *International Trade Bulletin* (January 9, 2012). Contacts: John B. Brew, Alan W. H. Gourley, Jeffrey L. Snyder, Alexander H. Schaefer, Carrie F. Fletcher, Jini Koh, Lindsay Denault, David Wolff, Christopher Monahan, Michael Larmoyeux.
- "This Month In International Trade - November 2011," *International Trade Bulletin* (December 6, 2011). Contacts: John B. Brew, Alan W. H. Gourley, Laurent Ruessmann, Jeffrey L. Snyder, Peter F. Allgeier, Jini Koh, Michael Larmoyeux.

- "This Month In International Trade - October 2011," *International Trade Bulletin* (November 2, 2011). Contacts: Jeffrey L. Snyder, Laurent Ruessmann, Alan W. H. Gourley, John B. Brew, Melissa Coyle, Daniel Cannistra, Jini Koh, David Wolff, Michael Larmoyeux, Ke Ji.
- "This Month In International Trade - September 2011," *International Trade Bulletin* (September 30, 2011). Contacts: Jeffrey L. Snyder, Laurent Ruessmann, John B. Brew, Alan W. H. Gourley, Daniel Cannistra, Carrie F. Fletcher, Jini Koh, David Wolff, Elena Klonitskaya, Michael Larmoyeux.
- "This Month In International Trade - August 2011," *International Trade Bulletin* (August 31, 2011). Contacts: Laurent Ruessmann, Jeffrey L. Snyder, John B. Brew, Alan W. H. Gourley, Carrie F. Fletcher, Michael Larmoyeux, David Wolff.
- "Targeting Syria: New US and EU Sanctions?," *International Trade Bulletin* (August 19, 2011). Contacts: Laurent Ruessmann, Jeffrey L. Snyder, Carrie F. Fletcher, David Wolff.
- "United States Supreme Court Declines To Expand U.S. Jurisdictional Reach Over Foreign Manufacturers Including Foreign Subsidiaries Of U.S. Companies," *Product Risk Management Alert* (July 5, 2011). Contacts: Lisa J. Savitt, Jeffrey L. Snyder, Natalia R. Medley.
- "OFAC Continues Focus on the Reinsurance Industry: General Re and Iran," *Reinsurance Alert* (June 30, 2011). Contacts: William C. O'Neill, Deirdre G. Johnson, Jeffrey L. Snyder.
- "Export Control Reform: BIS Finalizes Strategic Trade Authorization License Exception," (June 17, 2011). Contacts: Jeffrey L. Snyder, Carrie F. Fletcher.
- "OFAC Continues Iran Insurance Penalty Focus," *Reinsurance Alert* (April 29, 2011). Contacts: Jeffrey L. Snyder, William C. O'Neill, Deirdre G. Johnson.
- "Libya Sanctions Redux - Qadhafi on the Outs Again," *International Trade Bulletin* (February 28, 2011). Contacts: Carrie F. Fletcher, Jeffrey L. Snyder, David Wolff.
- "Iran Sanctions Enforcement and Reinsurance," *Reinsurance Alert* (February 3, 2011). Contacts: Deirdre G. Johnson, William C. O'Neill, Jeffrey L. Snyder.
- "New Certification of Iran Sanctions Compliance - for You and Your Subsidiaries," *Government Contracts Bulletin* (October 6, 2010). Contacts: Alan W. H. Gourley, Angela B. Styles, Jeffrey L. Snyder, Adelia R. Cliffe.
- "Export Controls: State Offers Salve to Longstanding Irritant for Dual and Third Country Nationals," *International Trade Bulletin* (August 11, 2010). Contacts: Alan W. H. Gourley, Jeffrey L. Snyder.
- "Welcome Revisions to the Encryption Export Control Regulations," *International Trade Bulletin* (June 29, 2010). Contacts: Carrie F. Fletcher, Adelia R. Cliffe, Jeffrey L. Snyder, Alan W. H. Gourley.

- "U.S.-China High Tech Trade: Time to Break the Ice?," *International Trade Bulletin* (October 7, 2009). Contacts: Jeffrey L. Snyder, Adelicia R. Cliffe, Alan W. H. Gourley.
- "Market Access: USTR Requests Information on Foreign Trade Barriers," *International Trade Bulletin* (September 29, 2009). Contacts: Melissa Coyle, Jeffrey L. Snyder.
- "Increased Tariffs on Chinese Imports: It's About More Than Tires," *International Trade Bulletin* (September 21, 2009). Contact: Jeffrey L. Snyder.
- "Cuba and Telecommunications: The Door Opens Wider," *International Trade Bulletin* (September 16, 2009). Contacts: Lorraine B. Halloway, Jeffrey L. Snyder.
- "Modification of Iran Reexport Licensing Requirements Hits Global Companies," *International Trade Bulletin* (January 28, 2009). Contacts: Carrie F. Fletcher, Jeffrey L. Snyder.
- "European Sanctions on Iran – Compliance for European Operations," *International Trade Bulletin* (September 8, 2008). Contact: Jeffrey L. Snyder.
- "Customs Proposes To Substantially Transform The Substantial Transformation Test," *Government Contracts Bulletin* (August 8, 2008). Contacts: Alan W. H. Gourley, Alexander H. Schaefer, Jeffrey L. Snyder.
- "Export Compliance and List Administration," *International Trade Bulletin* (September 19, 2007). Contact: Jeffrey L. Snyder.
- "BIS Issues Final Rule on China Exports," *International Trade Bulletin* (June 18, 2007). Contacts: Carrie F. Fletcher, Jeffrey L. Snyder.
- "International Trade Bulletin - Volume 2, Issue 1," *International Trade Bulletin* (January 26, 2007). Contacts: Jeffrey L. Snyder, Robert A. Lipstein, Barry E. Cohen, Werner Berg, Carrie F. Fletcher.
- "International Trade Bulletin - Volume 1, Issue 17," *International Trade Bulletin* (December 15, 2006). Contacts: Jeffrey L. Snyder, Alexander H. Schaefer, Lorraine B. Halloway, R. Bruce Keiner Jr., Paul Davies.
- "International Trade Bulletin - Volume 1, Issue 16," *International Trade Bulletin* (October 18, 2006). Contacts: Jeffrey L. Snyder, Alexander H. Schaefer, Mike Gill, Lorraine B. Halloway, Alan W. H. Gourley, Barry E. Cohen.
- "International Trade Bulletin - Volume 1, Issue 15," *International Trade Bulletin* (October 4, 2006). Contacts: Jeffrey L. Snyder, Jeane A. Thomas, Barry E. Cohen, Alexander H. Schaefer, Carrie F. Fletcher.
- "International Trade Bulletin - Volume 1, Issue 14," *International Trade Bulletin* (September 22, 2006). Contacts: Jeffrey L. Snyder, Alan W. H. Gourley, Lorraine B. Halloway, Barry E. Cohen, Alexander H. Schaefer, Carrie F. Fletcher.
- "International Trade Bulletin - Volume 1, Issue 13," *International Trade Bulletin* (September 6, 2006). Contacts: Jeffrey L. Snyder, Barry E.

Cohen, Alexander H. Schaefer, Donald E. Sovie, Kate Clemans, Lorraine B. Halloway, Carrie F. Fletcher.

- "International Trade Bulletin - Volume 1, Issue 12," *International Trade Bulletin* (August 22, 2006). Contacts: Jeffrey L. Snyder, Alexander H. Schaefer, Lorraine B. Halloway, R. Bruce Keiner Jr., Barry E. Cohen, Carrie F. Fletcher.
- "International Trade Bulletin - Volume 1, Issue 11," *International Trade Bulletin* (August 11, 2006). Contacts: Jeffrey L. Snyder, Paul Davies, Melissa Coyle, Alexander H. Schaefer, Carrie F. Fletcher.
- "International Trade Bulletin - Volume 1, Issue 10," *International Trade Bulletin* (July 24, 2006). Contacts: Jeffrey L. Snyder, Alexander H. Schaefer, Lorraine B. Halloway, Carrie F. Fletcher.
- "International Trade Bulletin - Volume 1, Issue 9," *International Trade Bulletin* (July 10, 2006). Contacts: Jeffrey L. Snyder, Alan W. H. Gourley, Lorraine B. Halloway, R. Bruce Keiner Jr., Carrie F. Fletcher.
- "International Trade Bulletin - Volume 1, Issue 8," *International Trade Bulletin* (June 26, 2006). Contacts: Jeffrey L. Snyder, Robert A. Lipstein, Alexander H. Schaefer, Donald E. Sovie, Michael J. Songer.
- "International Trade Bulletin - Volume 1, Issue 7," *International Trade Bulletin* (June 12, 2006). Contacts: Jeffrey L. Snyder, Alexander H. Schaefer, Barry E. Cohen.
- "International Trade Bulletin - Volume 1, Issue 6," *International Trade Bulletin* (May 30, 2006). Contacts: Jeffrey L. Snyder, Alexander H. Schaefer.
- "International Trade Bulletin - Volume 1, Issue 5," *International Trade Bulletin* (May 16, 2006). Contacts: Jeffrey L. Snyder, Robert A. Lipstein, Jeffrey Blumenfeld, Melissa Coyle, Lorraine B. Halloway, R. Bruce Keiner Jr., Alexander H. Schaefer, Carrie F. Fletcher.
- "International Trade Bulletin - Volume 1, Issue 4," *International Trade Bulletin* (May 1, 2006). Contact: Jeffrey L. Snyder.
- "International Trade Bulletin - Volume 1, Issue 3," *International Trade Bulletin* (April 18, 2006). Contacts: Jeffrey L. Snyder, Barry E. Cohen, Alan W. H. Gourley, Lorraine B. Halloway, Carrie F. Fletcher.
- "International Trade Bulletin - Volume 1, Issue 2," *International Trade Bulletin* (April 3, 2006). Contacts: Jeffrey L. Snyder, Lorraine B. Halloway, Alexander H. Schaefer, Carrie F. Fletcher.
- "International Trade Bulletin - Volume 1, Issue 1," *International Trade Bulletin* (March 20, 2006). Contacts: Jeffrey L. Snyder, Lorraine B. Halloway, R. Bruce Keiner Jr., Alexander H. Schaefer, Carrie F. Fletcher.

### Speaking Engagements

- "International Contracting," Ounce OF Prevention Seminar (OOPS) XXVII (May 25-26, 2011). Moderator: Adelicia Cliffe. Speakers: Jeffrey Snyder and Samaa Haridi.

- "US Sanctions Law: A Practical Review of the Laws as They Affect Non-US Business, Brazil (March 2008, private seminar). Speaker: Jeffrey L. Snyder.
- "Export Controls and Technology," Integrated Dual-Use Technology Companies (IDCC), Washington, DC (April 2007). Speaker: Jeffrey L. Snyder.
- DuPont Legal - "Seminar on Doing Business in Asia," Wilmington, DE (November 2005). Moderator: Jeffrey L. Snyder.
- "Export Controls - What to Do and When to Do It," 19th Annual DuPont IP CLE, Wilmington, DE (September 2005). Speaker: Jeffrey L. Snyder.
- "Catch All Export Controls," Japan, the US, and Europe, The Keidanren, Tokyo, Japan (May 2002). Speaker: Jeffrey L. Snyder.
- "U.S. Export Controls in 2001 and Beyond," Issues for Companies in Japan, The Keidanren, Tokyo, Japan (April 2001). Speaker: Jeffrey L. Snyder.
- The Third Customs Compliance and International Trade Institute, Dallas, TX (May 1999). Co-Chair: Jeffrey L. Snyder.
- "Export Controls in the United States Today," Japanese Institute of International Business Law, Tokyo, Japan (March 1999). Speaker: Jeffrey L. Snyder.
- "Selected Customs Law Issues in Cross Border Transactions," 10th Annual International Business Law Seminar: Strategic Issues in Cross Border Transactions, Virginia State Bar, Williamsburg (1999). Speaker: Jeffrey L. Snyder.
- "A Proactive Strategy for Investigations," The Second Customs Compliance and International Trade Institute, Washington, DC (November 1998). Speaker: Jeffrey L. Snyder.
- "Overcoming Obstacles to Effective Compliance Programs," The Customs Compliance and International Trade Institute, San Francisco (February 1998). Speaker: Jeffrey L. Snyder.
- "US Export Controls and the 'Know' Standard," The Keidanren, Tokyo, Japan (July 1994). Speaker: Jeffrey L. Snyder.