

Crowell & Moring Hires Ex-Bryan Cave Int'l Trade Pro

By **Tiffany Hu**

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Crowell & Moring LLP has added a former Bryan Cave Leighton Paisner LLP attorney with more than 30 years of experience in international trade, the firm announced.

David R. Stepp joined the firm's Los Angeles office as partner last month, according to Crowell & Moring's Aug. 27 announcement. Stepp's arrival will expand Crowell & Moring's international trade group in California, as well as provide more support for its client base in the Asia-Pacific region, the firm said.



David Stepp

"David has a strong trade practice and skill set that meets all of these client needs and is focused on the movement of goods and services in Asia," John Brew, chairman of the firm's international trade group, said in a statement. "His practice meshes well with our existing trade group and expands our capabilities to provide counsel on emerging trade issues worldwide."

Stepp's practice focuses on counseling clients on global customs and international trade compliance, including tariff classification, country of origin marking, free trade agreements and other global trade regulatory requirements, the firm said.

Before joining Crowell & Moring, Stepp served as managing partner of Bryan Cave's Singapore office for nearly three years. In Singapore, Stepp also led strategic business development initiatives in the region, which he said had a "big impact" on the focus of his practice.

"There are a number of Asian companies that are operating in California [and] a lot of our clients have focused on Asia for the sourcing and their business," Stepp told Law360 on Tuesday. "[Counseling] clients as they navigate their expansion into Asia, both from market access and a regulatory standpoint, that's something I will continue to do here."

His clients range across various industries, including consumer goods, retail, e-commerce, electronics and apparel, although Stepp said they "run the gamut." According to the firm, he previously advised a major U.S. customhouse broker's importing clients on U.S. Customs practices and procedures.

Stepp said the firm's deep bench is a major reason he joined Crowell & Moring, noting that the current

administration's changing trade policies has led clients to come with "many, many issues" that make strong expertise in the field necessary.

"The firm has such strong regulatory practices in other areas and that expertise is really helpful to my clients as they ship goods into the U.S. and around the world," he said.

Stepp got his law degree from the University of Georgia School of Law and a Bachelor of Arts from Duke University.

--Editing by Stephen Berg.

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