The leading lawyers and law firms in Canada

International Trade/WTO
How lawyers are ranked

Every year we carry out thousands of in-depth interviews with clients in order to assess the reputations and expertise of business lawyers worldwide. The qualities we look for (and which determine rankings) include technical legal ability, professional conduct, client service, commercial awareness/astuteness, diligence, commitment, and other qualities most valued by the client.

Contents:

International Trade/WTO Nationwide p.240
Leading Individuals p.243

International Trade/WTO Nationwide

Leading Firms

Band 1

- Bennett Jones LLP
- Borden Ladner Gervais LLP
- Cassidy Levy Kent LLP
- Conlin Bedard LLP
- McCarthy Tétrault LLP
- Tereposky & DeRose LLP

Band 2

- Baker McKenzie
- Dentons Canada LLP
- Fasken
- McMillan LLP
- Norton Rose Fulbright

International Trade/WTO Nationwide

Leading Individuals

Band 1

- Bedard Benjamin P
- Boscariol John
- Burns Paul
- Coehlin Christopher
- Conlin Paul D
- Goldman Jesse I
- Kent Christopher
- Pearson Darrel H
- Sosnow Clifford
- Tereposky Greg
- Wagner Wendy J

Band 2

- Bazan Victoria
- Hohnstein Daniel
- Lanouette Martin
- Lanouette Vincent
- Rzepka Paul M

Band 3

- Bandali Sabrina A
- DeRose Vincent
- Hahnstein Daniel
- Lanouette Andrew
- Somers Greg

Band 4

- Caicci Brian
- Horwitz Jessica
- Hughes Valerie
- LaFortune Gordon
- McNair Caux Marc
- O’Hara Jonathan
- Somers Greg

Up-and-coming individuals

- Franks Carmen
- Glassow Robert
- Michael Mike

Associates to watch

- Desjardins Stephanie
- Tereposky & DeRose LLP

Borden Ladner Gervais LLP

What the team is known for Borden Ladner Gervais is a national law firm with a highly respected trade and WTO practice. Its lawyers are recognised for their expertise across an array of international trade matters, including customs and trade remedies, treaty negotiations and anti-corruption compliance and investigations. The group acts for an impressive roster of domestic and international clients in the steel manufacturing industry, as well as standout names in the engineering and technology sectors.

Strengths “Every member of the team was professional and understood their role.” “Borden Ladner Gervais give brilliant service and their flexibility is good.”

Work highlights Jesse Goldman led the Borden Ladner Gervais team that represented CIE Manufacturing, the world’s largest producer of commercial transportation equipment for modal and intermodal container shipping, in a major Canadian trade remedy investigation and related proceedings.

Notable practitioners

Toronto-based Jesse Goldman (see p.243) wins recognition as a prominent and well-regarded trade lawyer with particularly notable expertise in trade remedies and dispute. His experience includes representing a large number of foreign steel producers before the CITT. “His work is very solid, he is knowledgeable and he knows everything about subsidies in Canada,” Mathew Kronby (see p.243) is a very well-respected WTO and treaties expert based in technical aspects, is very pragmatic and knows how to keep things simple and efficient.” “Sabrina provides an excellent level of service in a very short time frame.”

Jessica Horwitz maintains a diverse international trade practice out of Toronto, with work ranging from trade policy advice, representation and trade remedies to customs compliance and cross-border M&A.

“Jessica provides outstanding guidance on complex issues.” “She is very thorough and detailed in navigating issues.” Valerie Hughes is a household name in the Canadian market as a WTO expert, having served on the organisation’s Appellate Body as well as representing the Canadian government before various WTO panels. She serves as senior counsel in the firm’s Ottawa office. “Valerie has deep knowledge, and she is responsive and clear with her advice.”

George Reid is recognised for his growing reputation in the field of international trade law, with significant expertise in trade policy and international agreements. He is based in Toronto. “George is extremely strong and customer-centric.”

Bennett Jones LLP

What the team is known for Bennett Jones is a highly regarded Canadian law firm with a well-respected and robust international trade and investment law practice. The firm offers solid capabilities in tariff classification cases and customs compliance, and also advises on trade remedy matters across a range of industry sectors, such as retail and energy. It also has substantial expertise in issues relating to the WTO and benefits from a solid bench of highly experienced non-legal consultants, including former ambassadors and senior cabinet ministers.

Strengths “The trade practice at Bennett Jones is excellent both in terms of depth and breadth.” “The team members are deep technical experts and the firm is very thorough in analysing all issues and strategies to pursue.” “They represent a broad range of clients in multiple industries and bring a strong business sense to projects.” “They deal with cross-border matters very well and are always pragmatic.”

Work highlights A Bennett Jones team represented the Retail Council of Canada in trade remedy litigation defending against allegations of injurious dumping of upholstered domestic seating.

Notable practitioners

Darrel Pearson is an extremely well-respected trade lawyer with longstanding experience in the areas of customs, tariff classification and trade duties. He is based in Toronto and he is the head of the firm’s international trade and investment group. “Darrel has been very responsive and takes the time to explain complex issues to the client.” “He is a highly experienced leader in international trade law.” Toronto-based Sabrina Bandali’s profile continues to grow in the international trade field. She is proficient across a wide range of issues, including customs advice, export controls and tariff disputes. “She is very solid on the
Toronto. His notable practice includes trade remedy investigations and compliance. “Matthew has a strong understanding of the commercial realities of our industry as well as very strong knowledge of the relevant trade law and processes.”

Cassidy Levy Kent LLP
What the team is known for Cassidy Levy Kent (CLK) is an acclaimed boutique law firm that is renowned for its activity in the trade remedies space. The Ottawa-based team advises on anti-dumping, countervailing duty and export controls across a number of key industries, including steel and manufacturing, as well as the food and dairy production sectors. Its lawyers offer additional expertise in NAFTA and other trade agreements as well as economic sanctions. CLK is particularly adept at advising on US-Canada cross-border matters with the benefit of its Washington, DC office.

Strengths “Cassidy Levy Kent has a strong team that is well connected and committed.”

“They are cross-border experts, very thorough and have strong commercial knowledge.”

Work highlights Conlin Bedard represented Algoma Steel, ArcelorMittal Dofasco and Stelco in the expiry review of a finding of anti-dumping/countervailing duty, in respect of hot-rolled sheet steel from Brazil, China, India and Ukraine.

Notable practitioners

Christopher Cochlin is a prominent trade lawyer who is recognised for his representation of leading North American producers in petitions to the CITT as well as advising on trade policy reform. He has particularly distinguished himself in his representation of Canadian steel industry clients. He is also active in the dairy products sector. “Christopher has in-depth knowledge of the crossroad between international trade and politics which is very valuable in a trade dispute.” Leading trade lawyer Christopher Kent is considered an eminent figure in the Canadian trade Bar, and is particularly respected for his deep expertise in trade policy, including regulation and disputes. His significant client base spans industries including agricultural products, consumer products and energy. Andrew Lanouette is an increasingly well-regarded Ottawa-based lawyer who wins recognition for his representation of clients in anti-dumping and countervailing trade proceedings. “Andrew is very diligent and a very good communicator.”

McCarthy Tétrault LLP
What the team is known for McCarthy Tétrault offers wide-ranging expertise in the international trade arena. Frequently identified for its impressive sanctions practice, the firm also earns recognition for its skill advising on customs, trade agreements, and international trade. The international trade and investment team also advises on anti-corruption compliance and enforcement. It has been engaged by a number of clients in the engineering and natural resources industries for representation before both the CBSA and CITT in anti-dumping and countervailing duty cases, and has additional notable industry expertise in the financial services and food sectors.

Strengths “They are responsible and practical in their advice.”

“This firm consistently meets service expectations and provides timely, informative information that assists in resolving issues.”

Dan Durance McCarthy Tétrault provide advice in a business-friendly manner.”

Work highlights McCarthy Tétrault advised Irving Shipbuilding on contracts with the Canadian government and on the importation of high-value equipment and vessels.

Notable practitioners

John Boscariol (see p.243) heads the firm’s international trade and investment department from Toronto. He is very highly rated for his expertise in sanctions, export controls and anti-corruption compliance. “John is an extremely knowledgeable individual, he always provides good advice and gets positive results.”

Anne-Marie Oatway has a dynamic boutique trade team that offers specialist expertise in a range of international trade law and procurement matters. Typically sought out by both domestic and international clients, the firm advises on economic sanctions, WTO proceedings, trade policy and agreements. The Ottawa-based team enjoys an excellent reputation among domestic procurers and government bodies, and has an impressive track record advising foreign governments.

Strengths “Tereposky & DeRose has strong collaboration, with in-depth knowledge in various topics.”

The team has a very competent understanding of commercial implications of international trade issues.”

“They have the ability to provide advice across the full range of legal, procedural and policy matters at issue.”

Work highlights Tereposky & DeRose acted for ILJIN Electric in an anti-dumping investigation conducted by the Canada Border Services Agency concerning a number of small power transformers from Austria, Taiwan, and South Korea.

Notable practitioners

Greg Tereposky is regarded as a pre-eminent practitioner and is famed for his understanding of trade policy and the WTO. Throughout his distinguished career he has represented a myriad of impressive clients, from domestic producers and trade associations to foreign governments. “Very knowledgeable on anti-dumping cases and the steel industry.”

“John is an extremely knowledgeable individual, he always provides good advice and gets positive results.”

Stephanie offers strong service and support.”
Band 3

Baker McKenzie

What the team is known for Baker McKenzie’s Toronto-based trade law team benefits from the firm’s wide-reaching global network when assisting blue-chip clients and global brands with trade mandates. The firm’s well-rounded international trade practice has broad-ranging expertise spanning customs, tariff classifications, export controls and sanctions. The team also advises on compliance with international trade regulations and represents clients in contentious trade matters. Clients include household names in the manufacturing, food production and electronics industries. Strengths “Baker McKenzie has in-depth knowledge of intricate regulatory issues and has the understanding to navigate complex administrative processes.” “The firm has subject matter experts in many areas and multiple jurisdictions.”

Notable practitioners

Paul Burns is a highly respected lawyer who provides a wide variety of services to clients, including customs and export controls advice, as well as advising on tariff audits and appeals. “He has strong dedication, commitment and high attention to detail.” “Paul has strong technical expertise combined with practical business guidance.” Brian Cacic assists clients with a range of issues relating to Canadian customs and tariff regimes, including audits, regulatory compliance and licensing. “Brian has strong technical acumen and solid commercial reasoning.”

Dentons Canada LLP

What the team is known for Dentons is an international law firm with a strong international trade, WTO and customs practice in Canada. The group is well versed in a range of trade matters including customs and trade remedies, and is increasingly active advising on sanctions and export controls. The lawyers also assist with anti-corruption compliance issues and possess notable experience advising defence sector clients and government entities, as well as major names in the automotive, aviation, energy and manufacturing sectors. Clients benefit from access to the firm’s global network and from its complementary government affairs and public policy group. Strengths “The quality of work is very strong and the firm keeps up with the constant change and evolution of trade law.”

Work highlights Dentons represented Trimark in the Canadian International Trade Tribunal’s anti-dumping investigation into certain oil country tubular goods.

Notable practitioners

Toronto-based Paul Lalonde enjoys an excellent reputation in the field of international trade, and is renowned for his breadth of expertise in the space, particularly in matters involving trade policy, export controls and sanctions. “Paul provides very practical and timely advice. He is efficient at tackling large projects.” “He does excellent work and provides sophisticated advice.”

Fasken

What the team is known for Fasken possesses a diverse international trade practice, with experience handling customs, sanctions and export control issues. The Canadian trade and customs law team is notably active on contentious matters before the CITT and CBSA, as well as anti-bribery and corruption compliance. The firm maintains deep government relations expertise, with experience at a broad range of levels including foreign relations and global trade policy.

Strengths “The firm is thorough in its knowledge and efficient in its responses.”

Notable practitioners

Clifford Nosnow (see p.244) leverages an immense depth of experience, both in government and as a private practitioner, to assist clients with a range of trade queries and issues. He is based between the firm’s Toronto and Ottawa offices. “Cliff ensures we get the best service and advice on all legal matters.” Montreal-based Peter Kirby (see p.243) acts on an array of issues including customs reviews, as well as providing a significant amount of federal and provincial trade compliance advice. “Peter is an excellent practitioner.”

McMillan LLP

What the team is known for McMillan is highly regarded for its longstanding trade remedies practice. The firm’s international trade group also assists domestic and international companies with anti-corruption, customs and WTO matters and advises on trade issues arising in the context of M&A, such as compliance. Its expertise straddles a wide range of sectors including technology, manufacturing and natural resources, and its lawyers continue to play an active role in governmental trade policy review.

Strengths “The firm’s service was excellent and timely, and the quality of the work was very good.” “The firm showed good judgement and gave sound practical advice.”

McMillan lawyers have a strong understanding in their field of expertise and are fast and reliable.” “The team have a very good awareness of what is occurring in the market.”

Work highlights Jonathan O’Hara led the McMillan team that represented Max Alcher North America on two separate anti-dumping cases.

Notable practitioners

Jonathan O’Hara (see p.244) is rated highly by peers as both an expert in trade policy and an advocate in trade disputes, playing a key role in several major cases conducted by the CITT and CBSA. He is based in Ottawa. “Jonathan is very responsive and knowledgeable.” “Jonathan has an outstanding legal mind and is an excellent lawyer.”

Norton Rose Fulbright

What the team is known for Norton Rose Fulbright is an international firm with a busy Ottawa-based international trade group. The team offers notable experience of trade remedy law, economic sanctions and anti-corruption investigations, as well as expertise in other areas. The firm is well placed to advise both international and Canadian clients across various sectors, including construction and engineering.

Work highlights Richard Wagner led the Norton Rose Fulbright team that advised and represented Costco in connection with an anti-dumping duty investigation into upholstered domestic seating imported from China and Vietnam.

Notable practitioners

Ottawa-based Martin Masse (see p.244) wins respect for his significant prowess in regulatory compliance across a number of areas, particularly trade, procurement and foreign investment. “Martin is very knowledgeable and gets the right results quickly.”

Other Ranked Lawyers

Toronto-based Victoria Bazan of Victoria Bazan, Barrister & Solicitor impresses for her solid track record in international trade inquiries and disputes, with considerable experience representing foreign producers before the CITT and CBSA. “Victoria has always done an extremely good job for her clients.”

Greg Kanargelidis (see p.243) of Kanargelidis Global Trade & Customs Law is distinguished for his broad practice in international trade, with standout expertise in customs audits and investigations. “Greg has good experience and a good breadth of knowledge.” “He is very good with clients, very practical and bright.” Ottawa-based Gordon LaFortune of Woods, LaFortune LLP holds significant advocacy experience, representing clients under an array of international agreements including USMCA and GATT.

Montreal-based Jean-Guillaume Shooner (see p.244) of Stikeman Elliott LLP is recognised for his dual expertise in trade and tax law, assisting with issues ranging from CITT submissions to Customs Act compliance and indirect tax. “Jean-Guillaume understands our needs and is aware of the importance of the questions for our business.” “His experience helps formulate strong strategy and his patience and persistence are well balanced.”

Greg Somers of Law Office of Greg Somers is a well-established authority on international trade, with a particularly strong reputation in the areas of customs, tariff classification and indirect tax. He is based in Toronto.

Brenda Swick (see p.339) of Cassels Brock & Blackwell LLP provides sanctions and export controls compliance advice, as well as strong competency in trade disputes. She is based in the firm’s Toronto office.

Toronto-based John Terry (see p.28) of Torys LLP is highly regarded for his practice emphasis on alternative dispute resolution, playing a prominent role in a range of investor-state arbitration proceedings. “John has a highly competent legal mind.” “John Terry is a masterful practitioner who is very skilled.”

Wendy Wagner of Gowling WLG (Canada) LLP has broad international trade expertise that includes a strong knowledge of Canadian customs and duties law and trade compliance mandates, as well as experience representing clients before the CITT. She is based in Ottawa. “Wendy is fantastic and very strong. She is of particular value for the trade community.”
Leaders’ Profiles in International Trade/WTO

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Professional Memberships: Canadian Bar Association; Canadian International Trade Tribunal
Publications: A strategic, proactive approach. Robert regularly provides advice to clients in the public and private sectors regarding the application of Canadian trade and customs law and policy to their specific business needs. His expertise includes analysis of the competitive implications of government policy and advice on how to develop and implement strategies to achieve clients’ objectives. He also provides assistance in connection with all aspects of cross-border trade, including government procurement. He has extensive experience in all areas of customs law including tariff classification, valuation, rules of origin, marking rules, seizures, administrative monetary penalties, and voluntary disclosures. He also assists clients with respect to planning, compliance, and appeals involving GSTD/HST, excise levies, and other commodity taxes. He has been appointed to chair, OBA’s Commodity Tax, Customs, and Trade Section, Co-Chair, Customs Law Committee of the ABA International Trade Law Section, Chair, OBA’s International Law Section; and board member, IE Canada. He is a member of the CITT Advisory Committee and of the CBA’s SCCC Trade Compliance and Recourse Subcommittee.

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Publications: A strategic, proactive approach. Robert regularly provides advice to clients in the public and private sectors regarding the application of Canadian trade and customs law and policy to their specific business needs. His expertise includes analysis of the competitive implications of government policy and advice on how to develop and implement strategies to achieve clients’ objectives. He also provides assistance in connection with all aspects of cross-border trade, including government procurement. He has extensive experience in all areas of customs law including tariff classification, valuation, rules of origin, marking rules, seizures, administrative monetary penalties, and voluntary disclosures. He also assists clients with respect to planning, compliance, and appeals involving GSTD/HST, excise levies, and other commodity taxes. He has been appointed to chair, OBA’s Commodity Tax, Customs, and Trade Section, Co-Chair, Customs Law Committee of the ABA International Trade Law Section, Chair, OBA’s International Law Section; and board member, IE Canada. He is a member of the CITT Advisory Committee and of the CBA’s SCCC Trade Compliance and Recourse Subcommittee.

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Featured in International Trade (Nationwide – Canada)
Practice Areas: Martin Masse provides timely and practical advice to clients on a range of federal regulatory matters. His practice focuses on competition/antitrust law, international trade law and procurement/anti-corruption matters. He has advised clients on a variety of competition law matters, including merger controls and Investment Canada Act clearance for domestic and international mergers. Mr. Masse has represented clients in criminal cartel and bid-rigging investigations, including obtaining immunity and leniency treatment from the Bureau. He has assisted clients in retail price maintenance and abuse of dominance investigations. He has also handled competition law-related civil class action matters. In international trade matters, Mr. Masse is recognized as a Canadian leader in the field.

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Practice Areas: Jonathan is an experienced and effective international trade practitioner. His expertise is often called upon in trade disputes, CBSA audits, large M&As and daily operations. Clients value Jonathan’s help navigating the many complex aspects of Canada’s trade regime, including trade remedies, import/export controls, sanctions, tariffs and all manner of trade compliance issues. Jonathan has appeared in dozens of cases before the Canadian International Trade Tribunal, including on anti-dumping/countervail, customs and government procurement matters. Jonathan has challenged and defended numerous trade-related government and administrative tribunal actions through judicial review in the Federal Courts.

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Featured in International Trade (Nationwide – Canada), Tax (Nationwide – Canada)
Practice Areas: Jean-Guillaume Shooner is a partner in the Tax Group. He specializes in commodity taxation (including Goods and Services Tax/ Harmonized Sales Tax, Québec Sales Tax and provincial sales taxes), customs, import/export controls, excise taxes, fuel taxes and various international trade issues. Jean-Guillaume acts for major Canadian and multinational corporations and provides strategic advice in the areas of international trade, customs, Goods and Services Tax/Harmonized Sales Tax, sales tax, dispute settlement and regulatory matters. Jean-Guillaume also advises on CUSMA (USMCA) compliance, valuation issues and tariff classification. He has expertise with respect to import and export license requirements for controlled nuclear substances under the Nuclear Non-proliferation Import and Export Control Regulations. Jean-Guillaume’s commodity taxation and customs matters expertise are also recognized by the legal industry’s most prominent directories, including Chambers, Lexpert and The Legal 500.

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Featured in International Trade (Nationwide – Canada)
Practice Areas: Clifford Sosnow is co-Chair of Fasken’s International Trade and Investment Group. He is an internationally recognized trade, investment and anti-bribery law advisor, strategist and advocate. He is ranked among the best of the best, a leading trade law practitioner and at the highest level of expertise by Canadian and international directories on anti-bribery law, export/import licensing compliance, national security reviews, controlled goods requirements and audits, economic sanctions, Cuba blocking law, dumping/countervail investigations and customs issues.

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