



## International Business & Trade

The Foster Swift International Law Group represents both US and foreign companies. Foster Swift attorneys have assisted our foreign and U.S. clients with joint ventures, acquisitions, export control and import issues, manufacturing agreements, sales and supply agreements, distributor relationships, organizing foreign subsidiaries, establishing a presence in the U.S., manufacturing and licensing agreements, and registration of U.S. and foreign trademarks, names, logos, copyrights and patents.

Foster Swift attorneys also handle immigration matters, international estate planning, and real estate acquisition for our foreign and domestic clients. Our attorneys are committed to helping companies pursue exporting opportunities. Foster Swift has a "Legal Essentials to Export Toolkit" program that is offered through the Michigan Economic Department Corporation (MEDC) Michigan State Trade and Export Promotion (STEP) program. This program offers information about international intellectual property protection, Foreign Business contracts and export control compliance.

In 2020, the Foster Swift law firm was recognized for their efforts in the expansion of national exporting by the U.S. Department of Commerce and was awarded the prestigious President's "E" Award, one of only 39 businesses in the country to receive the honor in 2020. Foster Swift was awarded the "E" Award for Export Service category for assisting and facilitating export activities over a four-year period.

Foster Swift is an active sponsor of the Global Business Club of Mid-Michigan's International Business Luncheon Lecture series and workshops. Presentations from past programs are listed below. Presentation materials can be easily accessed by clicking on the title. Additionally, Foster Swift is a regular supporter of other educational programming offered by the District Export Council of East and West Michigan, Michigan Department of Agriculture and Rural Development, and the National Association of Small Business International Trade Educators.

When one of our clients has a problem or opportunity outside of Michigan—in the United States or internationally—our firm needs a deep bench to which it can turn. Foster Swift's membership in Lexwork International provides this breadth and depth. Lexwork International is

---

### ATTORNEYS

#### Shareholder

Nicholas M. Oertel

#### Senior Attorney

Mikhail Murshak

Michael G. Oliva

---

### RELATED PRACTICES

Business & Tax

Business Contracts

Immigration Law

Transportation Law



an association of midsized independent law firms in major cities located throughout the Americas, Europe and Asia.

### **PUBLICATIONS & ALERTS**

Overseas Business Management: Local Vs Expat – Is this the right question?, *Foster Swift Business & Corporate Law News*, March 12, 2018

Exiting your Overseas Business: Reducing time, money and ambiguity on the way out., *Foster Swift Business & Corporate News*, January 15, 2018

Building an Overseas Distribution Network: Like gravity, it is pretty much the same all over the world., *Foster Swift Business & Corporate Newsletter*, October 9, 2017

The E Visa - Benefiting International Companies and Investors, *Foster Swift Business & Corporate Law News*, October 31, 2016

Interest-Charge Domestic International Sales Corporations (IC-DISC): The Last Remaining U.S. Export Incentive, *Foster Swift Business & Corporate Law Report*, August 2010

### **NEWS**

Patent Attorney Murshak Joins Foster Swift, *Ingham County Legal News*, June 2, 2023

Foster Swift Attorneys Named to 2022 Best Lawyers in America®, August 19, 2021

Schtokal Discusses International Supply Chain Implications, *Michigan Manufacturers Association*, April 23, 2021

Schtokal Discusses Export Topics Business Should Consider In 2021, *Michigan Business Network*, January 21, 2021

Two Michigan Businesses Honored with Prestigious President's "E" Awards, *mConnexions*, November 18, 2020

Foster Swift Receives the President's "E" Award for Exports, *U.S. Department of Commerce*, October 28, 2020

Schtokal featured in International Trade Newsletter, *Michigan Business Network*, October 2, 2020

Schtokal on Impact of COVID-19 on Trade Missions, *Automation Alley*, September 14, 2020

Schtokal quoted in MiMfg Magazine, *MiMfg Magazine (Michigan Manufacturers Association)*, August 31, 2020

Foster Swift Attorneys Named to 2021 Best Lawyers in America®, August 20, 2020

Upcoming Seminars for Businesses New to Exporting, *Michigan Business Network*, March 14, 2019

Training Programs: Growing your Business Globally, February 4, 2019

Ryan Lamb to Speak at Global Business Club of Mid-Michigan, November 19, 2015

44 Foster Swift Attorneys Named to 2016 Best Lawyers in America® Roster, August 21, 2015

International Traffic in Arms Regulations (ITAR) & Export Control Training in Northern Michigan, March 18, 2015

Foster Swift supports Global Trade Days Michigan Roadshow Oct. 13-17, October 2, 2014

Jean Schtokal Elected Chair of Michigan District Export Council West, April 15, 2014



Foster Swift Attorney Jean Shtokal selected as one of Michigan Lawyers Weekly 2013 "Women in the Law", August 8, 2013

Attorney Shtokal Named Executive in Residence by MSU International Business Center, Eli Broad College of Business, January 18, 2013

David Lick to present Public Private Partnerships Course at University of Western Ontario, December 20, 2012

Claypool to provide overview on "The Opportunities and Realities of Doing Business in China", September 21, 2011

David Lick named MSU Adjunct Faculty Member and Canadian Conference Speaker, July 18, 2011

Millenbach Addresses International Shipping Issues at Port Lansing Logistics Conference, November 10, 2010

Shtokal Facilitates Michigan Chamber Seminar on Exporting, June 11, 2010

## **EVENTS**

10 Most Common Mistakes Entrepreneurs Make, *Mid-Michigan Innovation Club for Entrepreneurs*

Leverage Strategic Partnerships to Increase Export Opportunities, *Michigan Manufacturers Association and the Michigan Economic Development Corporation*, August 24, 2021

TikTok, WeChat & More: Talking Tech and IP in The U.S. & China, *Global Business Club of Mid-Michigan*, February 17, 2021

Defense Exporting, *Michigan Economic Development Corporation (MEDC)*, February 4, 2021

Contracts and Dealing with Foreign Business Partners, *Certified Global Business Professional Training (CGBP)*, December 3, 2020

International Intellectual Property Protection, *Certified Global Business Professional Training (CGBP)*, December 3, 2020

US Embargoes, Sanctions and Export Controls, *Certified Global Business Professional Training (CGBP)*, December 3, 2020

US Foreign Corrupt Practices Act, *Certified Global Business Professional Training (CGBP)*, December 3, 2020

Panel Discussion on Prestigious President's "E" Awards, *mConnexions*, November 11, 2020

Export Controls, Wayne State University Law School: International Business Transactions Course, October 12, 2020

Post-Covid Economic and Business Update: Virtual Trade Missions, *Automation Alley*, September 14, 2020

Legal Agreements with Foreign Parties, *Expotech*, July 29, 2020

The Bare Basics: What every exporter needs to know about Export Controls, *Oklahoma Department of Commerce*, July 28, 2020

Protecting your Intellectual Property in Global Markets, *Oklahoma Department of Commerce*, July 14, 2020

Preparing to Export Due Diligence, *Oklahoma Department of Commerce*, June 30, 2020

How to Mitigate International Contract Problems During and After the Global Crisis, *U.S. Commercial Service-Michigan & the State Bar of Michigan (SBM), International Law Section*, June 12, 2020



---

Michigan Trade and Tariffs Town Hall, *Global Business Club of Mid-Michigan & Tariffs Hurt the Heartland*, May 13, 2020

Foreign Business Partner Due Diligence and Contracts, *ExporTech*, February 28, 2020

Intellectual Property Protection Strategies, *ExporTech*, February 28, 2020

Is what I want to export or bid on covered by ITAR or EAR?, *Macomb Regional PTAC*, January 9, 2020

U.S. Export Controls – Planning and Preparing for Defense Exporting, *Macomb Regional PTAC*, January 9, 2020

Surviving Trade Wars, *Michigan State University Eli Broad College of Business; Supply Chain Management*, October 29, 2019

Foreign Business Partner Due Diligence and Contracts, *ExporTech*, October 11, 2019 (Saginaw, MI) and October 14, 2019 (Marquette, MI)

International Intellectual Property Protection Strategies, *ExporTech*, October 11, 2019 (Saginaw, MI) and October 14, 2019 (Marquette, MI)

US Embargoes, Sanctions and Export Controls, *ExporTech*, October 11, 2019 (Saginaw, MI) and October 14, 2019 (Marquette, MI)

Export Controls, Wayne State University Law School: International Business Transactions Course, October 3, 2019

China and the World: Beyond the Headlines, *Michigan State University: Office of International Studies in Education*, April 1, 2019

Know Before You Go: Legal Essentials, *Global Business Club of Mid-Michigan With MDARD's International Marketing Program*, February 14, 2019

Making the Most of International Trade Shows & Missions, *Global Business Club of Mid-Michigan*, January 29, 2019

Creating That Perfect Pitch, *Global Business Club of Mid-Michigan*, January 25, 2019

Legal Essentials to Exporting: Export compliance, International Intellectual Property and Foreign Business Partners, *MEDC*, September 19, 2018

Legal Essentials to Exporting: Export Control Compliance Overview Training, *MEDC*, May 17, 2018

Legal Essentials to Exporting: Intellectual Property & Business Partner Due Diligence, *Michigan Economic Development Corporation (MEDC)*, March 8, 2018

Legal Essentials to Export Toolkit: Intellectual Property & Foreign Business Partner Contract Seminar, *Michigan Economic Development Corporation (MEDC)*, September 12, 2017

Export Control Overview, *ExporTech™ Program*, November 10, 2016

Foreign Agent/Distributor Due Diligence and Contract Checklist, *ExporTech™ Program*, November 10, 2016

Legal Essentials for Export Toolkit, *Michigan Economic Development Corporation (MEDC)*, September 22, 2016

Export Services Overview, *Broad College of Business*, July 13, 2016

Legal Essentials for Export Toolkit, *Michigan Economic Development Corporation (MEDC)*, June 22, 2016

Legal Essentials for Export Toolkit, *Michigan Economic Development Corporation (MEDC)*, April 27, 2016

---



---

Legal Essentials for Export Toolkit, *Michigan Economic Development Corporation (MEDC)*, March 16, 2016

MSU-FBI Academic Alliance Conference, *Michigan State University*, December 15, 2015

Utilizing MSU's International Student Talent to Further Your International Business Ventures, *Global Business Club of Mid-Michigan*, November 19, 2015

Cornerstone Export Alliance Seminar, November 13, 2015

Export Control Training, *Michigan Economic Development Corporation*, September 30, 2015

Competing Strategically in the Global Marketplace, *Global Business Club of Mid-Michigan*, April 30, 2015

ITAR & Export Control Training, *Northern Michigan Global Trade Alliance and the Northwest Michigan Procurement Technical Assistance Center*, April 2015

International Contracts and Legal Concerns, *Saginaw Valley State University ExportTECH*, March 17, 2015

Discover Global Markets: Free Trade Agreements in Detroit: September 9 & 10, *Foster Swift and Michigan State University International Business Center are Marketing Partners for International Education Program*, August 15, 2014

Exporting: Legal Basics, *Michigan Business Network*, August 13, 2014

Legal Considerations: Contracts and Due Diligence, *Global Business Club of Mid-Michigan*, February 19, 2014

WEBINAR | US Export Control Reform: New Regulations go into Effect October 15, 2013, June 26, 2013

Joint Ventures: An Introduction to Factors that Should be Assessed for a Successful Joint Venture, *Michigan Economic Development Corporation Webinar Series*, April 24, 2013

Contract Issues Regarding Foreign Agents and Distributors, *PNC International Symposium*, October 26, 2012

Agent/ Distributor Agreements, *MEDC*, September 22, 2012

Doing Business in Qatar and the UAE: Most Common Modes of Market Entry and Assessment of Business Partners, *Automation Alley*, September 21, 2012

ITAR Compliance Overview, *Mid-Michigan PTAC*, September 20, 2012

Creating a Contract: What not to Miss and What to Look Out for, *Saginaw Valley State University*, September 19, 2012

ITAR Overview, August 1, 2012

International Disputes: Pitfalls and Strategies at the World Trade Week Business Conference, *World Trade Week Business Conference*, May 8, 2012

Explore Agricultural Exports: A World of Opportunity, *Global Business Club of Mid-Michigan*, February 9, 2012

Connecting your Business to MSU's Global Talent: Practical Steps & A World of Benefits, *Global Business Club of Mid-Michigan*, January 25, 2012

Practical Steps to Acquiring International Interns & New Hires, *Global Business Club of Mid-Michigan*, January 25, 2012

International Trade In Arms (ITAR) Overview, *PTAC of Lansing*, October 14, 2011

Global Trade and Transportation: Next Steps, *Dalhousie University's Centre for International Trade and Transportation and Michigan State University's Canadian Studies Center*, June 19, 2011

---



---

Brazil Breaking through Export Barriers, *US Department of Commerce World Trade Week in Grand Rapids*, May 4, 2011

Sustainability as a Megatrend in International Trade, *Global Business Club of Mid-Michigan*, November 18, 2010

U.S. Foreign Corrupt Practices Act Presenter, *U.S. Commercial Service, U.S. Department of Commerce*, June 24, 2010

Transportation and Logistics: Ensuring Your Products Reach Your Customer and Greening the Supply Chain, *Trade North America - U.S. Department of Commerce - Commercial Service*, September 2009

---