

Ngosong Fonkem

Milwaukee, WI

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PARTNER

Overview

Ngosong Fonkem provides legal consultation to numerous domestic and foreign companies by facilitating market access for both the United States and international markets. With extensive experience managing U.S. customs tariff and duty matters, he provides support to companies for improving import and export compliance. This includes detailed assistance with import classification, duty mitigation, and interactions with Customs and Border Protection, Food and Drug Administration, and the United States Department of Agriculture, as well as guidance on export regulations such as OFAC, ITAR, and BIS/EAR.

Ngosong currently assists companies of all sizes with day-to-day compliance with U.S. trade laws and those of other nations, and related audits, investigations, and civil enforcement proceedings.

Ngosong frequently speaks on international trade-related business and legal issues and regularly makes presentations on these issues in the U.S. and abroad. He has authored numerous articles on trade-related topics in peer-reviewed law journals, business journals, and magazines and has co-authored a book on international trade and geopolitics titled, "Trade Crash: A Primer on Surviving and Thriving in Pandemics & Global Trade Disruption."

Prior to his current practice, Ngosong was a law professor at the oldest private university in Malaysia and was an energy intelligence management consultant in Southeast Asia. As a law professor, he developed the ability to contextualize and understand policies driving the law, which assists him today in anticipating risks for his clients' businesses. He continues to teach courses on international trade and global business as an adjunct professor at St. Norbert College Schneider School of Business.

Ngosong's interest in becoming a lawyer stemmed from his love of travel and learning about new cultures, aiming to solve legal problems across multiple jurisdictions. He has an enthusiasm for embracing difficult challenges, which his clients appreciate when they are navigating unfamiliar legal territory. When not

SERVICES

Corporate & Securities
International Trade

EDUCATION

Tulane Law School, LL.M
Maritime, 2012

West Virginia University
College of Law, J.D., MBA,
2011

University of Wisconsin-
Green Bay, B.S, B.A., 2008

ADMISSIONS

Washington, D.C.
Wisconsin

LANGUAGES

French

in the office, you can find Ngosong playing soccer or on a sailboat, a hobby sparked in his youth by reading stories of sailors, merchants, and explorers.

Experience

Customs Duty Reduction and Trade Cost Optimization

- Successfully secured significant reductions in United States customs duties for multiple companies, facilitating cost-effective importation of products from China, Thailand, Vietnam, India, and Mexico

Food-Based Businesses

- Assisted a Wisconsin-based beer and distillery company with the setup and operation of its production facility within a foreign trade zone
- Assisted a Seattle-based distillery company with all aspects of importation of alcohol from a production facility in Peru to its facility in Washington State
- Assisted a Wisconsin-based investment firm with all aspects of market entry greenfield investment related to setting up a palm oil refinery facility in Sierra Leone
- Assisted a Turkish-based food processing equipment manufacturer with its U.S. market entry initiatives
- Counseled a Chinese food company with compliance advice on the importation of condensed milk from Vietnam and Malaysia to the United States as part of U.S. Department of Commerce's anti-dumping and countervailing duties proceedings
- Counseled several U.S.-based dairy companies on exports of dairy products from the United States to their country of sale

Transportation Industry

- Provided shipowners with business and legal counsel applicable to the setting up of ship operations and related engagements with P&I Clubs, classification societies, vessel management companies, ship agents, and flag states
- Regularly provided legal and business counsel to NVOCC and freight forwarders, complying with Federal Maritime Commission regulations
- Provided legal and business counsel to NVOCC and freight forwarders regarding their compliance with international code for the maritime transport of dangerous goods (IMDG Code), and its United States equivalent under the Federal Hazardous Materials Regulations
- Advised battery and automobile manufacturing companies regarding compliance with international regulations applicable to the shipment of batteries and battery powered equipment
- Drafted and negotiated various types of transportation agreements including bills of lading, international sale of goods and the Incoterms that govern them,

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charter party agreements, and other shipping contracts, including providing advice on application of COGSA and The Harter Act applicable to cargo agreements

- In the area of international trade sanctions and export controls, he has represented shipowners, charterers, and brokers in critically sensitive matters before the Department of Treasury's Office of Foreign Assets Control and the Department of State

Membership & Involvement

With an esteemed service record across various sectors, Ngosong has made noteworthy contributions to industry and community through his numerous appointments and leadership roles.

- Board Member: Wisconsin District Export Council; appointment by the U.S. Secretary of Commerce, January 2024
- USTR's Industry Sector Technical Advisory Committee on Small, Minority, and Women-led Business; appointment by the U.S. Secretary of Commerce & U.S. Trade Representative, 2022
- Diversity Chair: America Bar Association Custom Committee
- U.S. Representative: Turkish Businessman Industrialist Association (YATSIAD); appointment in 2019
- Steering Committee Member: The New North (Global)
- Board Member: East Town Association
- Executive Committee Member: Dairy Cares of Wisconsin; Kicking It With The Cows
- Past Chair: U.S. Trade Representative: Industry Trade Advisory Committee
- Past Chair: Wisconsin Bar Association, International Practice Section
- Past Board Member: Wisconsin Bar Association, Business Law Section
- Past Commissioner: Brown County Harbor Commission at the Port of Green Bay (2016-2018)
- Past Chair of Events: International Trade Club of Chicago
- Former Vice-Chair: Inter-Pacific Bar Association, International Section Committee

Firm News

Ngosong Fonkem Joins Amundsen Davis's Milwaukee Office
Firm News, August 1, 2024

In the Media

Ngosong Fonkem Interviewed for Wisconsin Bar Association's *Inside Track Weekly*

Ngosong Fonkem Quoted in *USA Today's* Article on the 2025 U.S. Import Surge Over Tariff Concerns

Ngosong Fonkem Featured in WISN-TV Evening News Segment Discussing U.S. Tariffs

Ngosong Fonkem quoted in *Wisconsin Lawyer's* "Wisconsin Legal Trends 2025"

Insight on Business Interviews Ngosong Fonkem on International Trade Policy and the Election

Ngosong Fonkem Interviewed By *Hackernoon* on Crypto Regulation

Ngosong Fonkem Interviewed on Wisconsin Legal Trends in 2023

Wisconsin Lawyer Asks Ngosong Fonkem for International Trade Law Advice

Alerts

How to Be Removed From a U.S. Sanctions Watchlist List

Federal Trade Court Rules Trump Administration's Use of Emergency Commerce Law to Impose Broad Tariffs Was Unlawful

U.S. and China Agree to Reduce Reciprocal Tariffs for 90 Days

U.S. Imposes Reciprocal Tariffs: Key Takeaways for Businesses

How to Implement a Foreign Trade Zone to Mitigate Tariffs

How Companies Can Adapt and Thrive in an Uncertain Trade Environment

U.S. Businesses Brace for 25% Duties on Imports From Canada and Mexico

Steel and Aluminum Tariff "Derivative Articles" Defined

Key Takeaways From President Trump's February 2025 Steel and Aluminum Tariff Proclamations

How to Comply With the EU's Carbon Border Adjustment Mechanism

How to Understand Substantial Transformation in a Country of Origin Determination

Proper Tariff Classification Impact on Business: How to Avoid Misclassification

USTR Announces Long-Awaited Section 301 Exclusion Process for Domestic Manufacturing Machinery

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A Guide to U.S. Trade Remedies Laws

How to Start and Operate a Maritime Ship Business

Speaking Engagements

Navigating Trade Challenges: Strategies for Manufacturers in a Shifting Global Landscape

Speaking Engagement, Circumnavigators Club of Chicago, Seminar; Chicago, IL, September 17, 2025

Taxes, Tariffs, and Policies, Oh My!

Speaking Engagement, Oak Creek Community Center; Oak Creek WI, June 25, 2025

Strategy for Managing Global Trade Risks Due to Tariffs

Speaking Engagement, Vistage (TEC 25), Seminar; Milwaukee, WI, June 18, 2025

Taxes, Tariffs, and Policies, Oh My!

Speaking Engagement, Oak Creek Community Center; Oak Creek WI, May 28, 2025

Trade & Tariffs

Speaking Engagement, New North, Inc., Webcast, May 23, 2025

Export Readiness, Compliance, and Opportunities for Small Businesses

Speaking Engagement, Native Edge Institute (NEI), Seminar; Waukesha, WI, May 22, 2025

Strategic Decision Making in Uncertain Times

Speaking Engagement, Wisconsin District Export Council (WI DEC); Amundsen Davis, Milwaukee, WI, April 29, 2025

Navigating Trade Challenges: Strategies for Manufacturers in a Shifting Global Landscape

Event, Amundsen Davis Webcast, January 8, 2025

Navigating the Complexities of International Trade Law Between Asia-Pacific & CEE

Speaking Engagement, Inter-Pacific Bar Association, Regional Conference; Warsaw, Poland, September 30, 2024

Exporting to the United States: Challenges and Opportunities from a Sri Lankan Perspective

Speaking Engagement, Sudath Perera Associates, Webcast, May 2023

Doing Business in Sub-Saharan Africa: An Overview of Legal Considerations

Speaking Engagement, International Trade Club of Chicago, Webcast, February 28, 2023

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Talking Trade

Speaking Engagement, WisBusiness, Podcast, August 19, 2022

US Sanctions on Russian/Mitigating Impact of Trade Disruption

Speaking Engagement, Madison International Trade Association, International Credit Exchange, July 12, 2022

Talking Trade

Speaking Engagement, WisBusiness, Podcast, September 17, 2021

Trade Remedies Update

Speaking Engagement, Inter-Pacific Bar Association, Webcast, September 14, 2021

Black History Month: Opportunities in Trade and Overcoming Barriers

Speaking Engagement, International Trade Club of Chicago Diversity Series, Webcast, February 23, 2021

Trade Crash: Managing Trade Disruptions in a New Administration

Speaking Engagement, Envision Fond du Lac State of the Economy Breakfast, November 17, 2020

Embargoes, Sanctions, and Tariffs: Global Disruption and Trade Tensions

Speaking Engagement, International Trade Club of Chicago, Webcast, November 12, 2020

International Trade in Times of Crisis

Speaking Engagement, Inter-Pacific Bar Association, Webcast, September 8, 2020

International Risk Consideration

Speaking Engagement, North East Wisconsin Global Trade Conference, October 25, 2019

How Design Thinking Will Change the Practice of Law

Speaking Engagement, Wisconsin Bar Association, 2019 Annual Meeting & Conference, June 15, 2019

NAFTA 2.0, Opportunities for Counsel in NAFTA Reorganization

Speaking Engagement, Wisconsin Bar Association, Annual Meeting & Conference, June 21, 2018

Getting the Facts on Trade & Tariffs

Speaking Engagement, WHBY Radio Station, Fresh Take with Josh Dukelow, June 16, 2018

Data Privacy on Social Networks in Multiple Jurisdictions

Speaking Engagement, Inter-Pacific Bar Association, Seminar, March 15, 2018

Key Policy Issues & the Agenda for NAFTA Renegotiation
Speaking Engagement, Wisconsin Logistic Counsel, Seminar; Wauwatosa, WI,
November 9, 2017

Free Trade in Services
Speaking Engagement, Inter-Pacific Bar Association, Seminar, April 7, 2017

Resolution of Trade Disputes in TPP and Other FTAs
Speaking Engagement, Inter-Pacific Bar Association, Seminar, April 14, 2016

Published Works

Adapting to 'America First' in a Shifting Trade Landscape
Publication, *Insight on Business*, July 16, 2025

Economic Development, Good Governance are Key to the Preventing the Next
Coup D'état in Africa
Publication, *Florida Bar International Law Quarterly*, Fall 2023

The Impact of Geopolitics on Aluminum Prices
Publication, *IOM — Insights of Manufacturing*, July 14, 2023

Shipping Vehicles and The IMDG Code
Publication, *LexBlog*, May 23, 2023

Prohibited Party Screening and the Hidden Dangers in China Business
Transactions
Publication, *Lexology*, May 23, 2023

Breaking News: U.S. Department of Commerce Assistant Secretary of Export
Enforcement Clarifies Its Policy on Voluntary Self-Disclosure and Disclosures
Concerning Others
Publication, *LexBlog*, April 21, 2023

How Good Governance Can Drive AfCFTA Forward
Publication, *African Business*, April 20, 2023

A Guide to Starting a Maritime Cargo Shipping Business
Publication, *LexBlog*, February 28, 2023

Diversity and Inclusion in the International Trade Focused Legal Profession: Why
It is More Than Just What You Can See!
Publication, *InterPacific Bar Association Journal*, June 2022

Does the Russian Invasion Signal the End of Globalization or Merely a
Recalibration?
Publication, *WisLaw NOW*, May 16, 2022

What Public International Law Says about Troop Withdrawal at the End of a War
Publication, *WisBar NOW*, September 15, 2021

Human Rights & U.S. Foreign Policy: A Tough Approach to Trade Issues
Publication, *Wisconsin Lawyer*, July 16, 2021

'Tough on China' Trade Policy Continues
Publication, *WisLaw NOW*, April 27, 2021

Why Businesses Should Pay Attention to Biden's Human Rights Centered Foreign Policy
Publication, *WisLaw NOW*, April 9, 2021

2021 President's Trade Agenda and 2020 Annual Report: What Does That Mean to You?
Publication, *International Trade Club of Chicago*, March 23, 2021

China's New Export Control Law: Why US Businesses Should Pay Attention
Publication, *WisLaw NOW*, November 4, 2020

Trade Crash: A Primer on Surviving and Thriving in Pandemics & Global Trade Disruption
Publication, October 2020

Improving Global Competitiveness with Foreign Trade Zone Programs
Publication, *WisLaw NOW*, February 5, 2020

Save on Import Duties with the Miscellaneous Tariff Bill – Apply by Dec. 10
Publication, *WisLaw NOW*, December 3, 2019

How a Huawei CFO's Criminal Prosecution Could Signal a New Approach to U.S. Sanctions Enforcement
Publication, *WisLaw NOW*, April 5, 2019

Data Analysis Reveals Key Factors in US CPB's Country-of-Origin Determinations
Publication, *WisLaw NOW*, January 4, 2019

From NAFTA to USMCA: The Next Step Moving Forward?
Publication, *WisLaw NOW*, October 11, 2018

Blog Posts

What Employers Need to Know About California's New Social Compliance Audit Law
Labor & Employment Law Update, October 31, 2024