

Ngosong Fonkem

Milwaukee, WI

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PARTNER

Overview

Multinational companies with global supply chains face an increasingly challenging regulatory landscape around the globe. Ngosong Fonkem advises corporate leaders as they make strategic decisions, particularly in the context of dueling U.S. and China laws and regulations resulting from geo-political competition, including custom laws, sanctions and antforeign sanctions laws, export control regulations, and maritime shipping regulations. With extensive experience managing U.S. customs tariff and duty matters, he also 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.

SERVICES

Agribusiness

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

U.S. Court of International
Trade

Washington, D.C.

Wisconsin

LANGUAGES

French

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 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.

Ngosong
Fonkem

Experience

Customs Duty Reduction and Trade Cost Optimization

- Secured reductions in U.S. customs duties for equipment imported from Europe, Asia, and Latin America
- Represents U.S. importers and foreign manufacturers in antidumping and countervailing duty cases before the U.S. Department of Commerce and the International Trade Commission

Export Control and Economic Sanctions

- Counsel foreign clients on compliance with the U.S. and EU on global trade, import/export control, and sanctions laws applicable to their international transactions, including:
 - Assisted South Africa's state-owned oil company with U.S. sanctions compliance relating to investment tender on the refurbishment of a gas-to-liquids (GTL) oil refinery
 - Guided a Russian uranium company and other Russian entities in releasing blocked funds from U.S. banks under OFAC regulations
 - Guided a Russian engineering, procurement, and construction company on U.S. and UK sanctions concerning a suspension of supplier contract by its Finnish partner for the construction of an oil refinery in Siberia
 - Guided a German medical technology company through the sale of medical devices to health care institution in the Islamic Republic of Iran
 - Represented sanctioned individuals and entities in OFAC delisting petitions
 - Provided U.S. export control guidance to numerous U.S. and foreign entities on the sale of variety of product ranging from semiconductor chips to ammunitions, research equipment, etc.
 - Assisted numerous U.S. and foreign entities with export licensing application from BIS and DDTC for the sale of their products to overseas customers
 - Advising multinational clients on sanctions, export controls, and AML compliance, including complex programs for aviation and shipping companies

General International Transactions

- Assisted global software companies in the drafting and negotiation of software licensing agreements with the Thailand state owned oil company and the largest private oil company in India
- Assisting global companies with inbound/outbound foreign direct investments and project implementation involving lenders, government officials, and international institutions
- Building and maintaining relationships with legislators, trade associations, and government officials to advise clients on corporate governance and regulatory changes
- Providing legal support on cross-border financing arrangements, including sanctions compliance

General Maritime Commercial Practice

- 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, 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

Duty-Free Import Strategy for Agricultural Products

Export Controls and Licensing for Restricted Destinations

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
- Chair of the International Trade Committee - Inter-Pacific Bar Association, International Section Committee
- Diversity Chair: America Bar Association Custom Committee
- 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
- 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

Honors

- Selected to *The Best Lawyers in America*® in Corporate Law: 2026

Firm News

130 Amundsen Davis Attorneys Recognized by Best Lawyers® in 2026 in America Firm News, August 21, 2025

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

In the Media

Ngosong Fonkem Quoted By State Bar of Wisconsin's *Inside Track Weekly*

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 Qualify Medical Devices for Duty-Free Import Into the U.S.

Requesting Trump Tariff Refunds Through Protest Filings

Duty-Free Entry for Products Used in Agriculture and Horticulture

Federal Appeals Court Strikes Down Trump Tariffs: Implications for U.S. Businesses

What Businesses Need to Know About Trump's New Penalty Tariffs on India

Tariff Update: Trump Announces Universal Tariffs Effective August 1, 2025

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

A Guide to U.S. Trade Remedies Laws

How to Start and Operate a Maritime Ship Business

Speaking Engagements

Corporate Risk Management Series: Accessing New Markets While Managing Business Risks

Event, Amundsen Davis, Webcast, March 4, 2026

Accessing New Markets: International Business Opportunities

Speaking Engagement, Wisconsin Economic Development, Marketplace 2025; Milwaukee, WI, December 10, 2025

Africa Energy Week 2025

Speaking Engagement, Africa Energy Chambers (AEC); Cape Town, South Africa, September 29, 2025

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

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

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