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## Goulston Lures Posternak International Trade Expert

By Erin Coe

*Law360, New York (March 23, 2010)* -- Goulston & Storrs has pulled in the chair of Posternak Blankstein & Lund LLP's export controls team to boost its corporate practice.

Kerry T. Scarlott has agreed to join the firm's Boston office on April 1 as a partner. Scarlott's practice is a hybrid of international trade and corporate law matters, and he focuses on helping clients enter and expand in international markets.

Scarlott said Goulston offers a broader base of offices and a broader base in terms of breadth and depth of experience that will better support his clients. He said the move will help him expand his international transactional activities and looks forward to taking advantage of Goulston's offices in Washington, D.C., and Beijing, which are key areas for his clients and his practice.

"I really view Washington as the new Wall Street and it is so critical to the regulatory aspects of the international trade work I do. Beijing is the center of Asia and there is a lot of economic activity and excitement occurring there," he said.

He works with clients on import and export compliance, foreign sales and distribution of products, overseas manufacturing and sourcing, setting up strategic alliance and joint ventures, and acquiring and selling businesses. He has counseled technology companies in navigating the Export Administration Regulations, the International Traffic in Arms Regulations and the Foreign Corrupt Practices Act.

Scarlott also has experience advising on foreign investment in the U.S., including maneuvering regulatory programs run by the Committee on Foreign Investments in the United States and the Defense Security Service.

Often serving as general outside counsel to companies and entrepreneurs, he offers expertise on a broad scope of issues such as entity formation, debt and equity financing, commercial contract matters, and intellectual property protection and utilization.

Scarlott will complement the services the firm provides to corporate clients, which include companies that conduct cross-border business activities in China, Israel, Canada, Europe and other countries, according to Marty Fantozzi, Goulston's co-managing director.

"Export controls is an emerging area of need for our clients, and with the addition of Kerry, we are well positioned to provide this advice," he said. "This is not only a great opportunity for Kerry to grow his practice, but for us to better serve our clients."

Scarlott is a member of the Massachusetts Bar Association's business and international law sections, the American Bar Association's international law section, the American Electronics Association's export controls committee and Massachusetts Maritime Academy's international business department advisory board.

Goulston's corporate team counsels national and multinational public corporations and U.S. and foreign privately held firms at all development stages, including startups, entrepreneurs, family-owned businesses, financial institutions, private equity, corporate executives, and venture capital and hedge funds.

Its clients are involved in a wide range of industries, such as manufacturing and distribution, consumer products and services, technology, financial services, real estate and health care.

The team handles a variety of matters for its clients, including cross-border transactions, debt financing, mergers and acquisitions, executive compensation, private equity and venture capital financing, restructuring and strategic alliances.

Founded in 1900, the firm has nearly 200 lawyers with offices in Boston; New York; Washington, D.C.; and Beijing.

