

Jay Rogers

Partner

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Jay is a senior equity partner who works out of the Washington, D.C. and Greenville, South Carolina offices of Nelson Mullins. His practice focuses on international trade issues, particularly trade remedy work involving Antidumping and Countervailing Duty (AD/CVD) matters as well as compliance, planning and dispute resolution related to United States Customs and Tariff matters. Jay has appeared multiple times in the United States Court of International Trade, successfully representing both U.S. and foreign clients in Antidumping/Countervailing Duty, Customs, Tariff, and related matters.

He also provides outside corporate counsel to a variety of U.S. and foreign businesses, including advising these clients on cross-border M&A issues, corporate governance, commercial/supplier relationships, and economic development incentives.

From 2006 to 2009, Jay served as Chairman of the Board of Directors of the Greenville Area Development Corporation, the primary economic development vehicle of Greenville County, South Carolina. In addition, he has practiced law in Mexico and Brazil as a Foreign Legal Consultant and is fluent in both Spanish and Portuguese.

Experience

The following is a selected sampling of matters and is provided for informational purposes only. Past success does not indicate the likelihood of success in any future matter.

Representative Matters

- Won an appeal to the US Court of International Trade overturning an adverse determination by the US Department of Commerce in its administrative review of an Antidumping Duty Order. The Order governed Steel Concrete Reinforcing Bar from Mexico. The appeal succeeded in obtaining a Court-ordered Remand of Commerce's finding of "Adverse Facts Available" (AFA) against our client. Following Remand, Commerce lowered the client's Antidumping Duty from the AFA rate of 66.7% to Zero Percent (0%). *Grupo Acerero S.A. de C.V. v. United States*, 48 CIT ___, 698 F. Supp. 3d 1320

Education

University of Virginia, BA, English
(1983)

University of South Carolina School of
Law, JD (1987)

- Managing Editor, *South Carolina Law Review* (1986-1987)
- Order of the Coif
- Order of the Wig and Robe
- National Trial Competition
Southeast Region Winner
(1987)

Admissions

District of Columbia

South Carolina

U.S. Court of International Trade

U.S. Court of Appeals for the Fourth Circuit

Practice Areas

[Customs, Tariffs, and International Trade](#)

[Litigation](#)

[Economic Development](#)

[Corporate Governance](#)

[Business Immigration](#)

(2024), Sustained following Remand in *Grupo Acerero S.A. de C.V. v. United States*, Court Int'l Trade Slip Op. 25-21 (February 28, 2025) (Judge S.A. Vaden).

- Successfully protested the liquidation by United States Customs and Border Protection (CBP) in 2024 of antidumping duties levied on certain products imported from China, resulting in a \$2.9 million refund by Customs of these duties, plus interest, to the client.
- In 2025, reversed an adverse Binding Letter Ruling by US Customs and Border Protection regarding client's USMCA country of origin issue, resulting in tariff savings worth high seven figures to client.
- Made multiple appearances in the United States Court of International Trade, successfully representing both U.S. and foreign clients in Antidumping/Countervailing Duty, Customs, Tariff, and related matters.
- Advised U.S. and foreign companies with respect to:
 - Antidumping, Countervailing Duty, and Tariff matters
 - U.S. and Foreign Customs matters
 - Commercial relationships with vendors, customers, and lenders both in the U.S. and abroad
 - Economic development incentives offered by local, state and national governments
- Represented clients across a range of industries, including manufacturing, distribution, gaming, business services, and information technology.
- Handled transactions (including the set-up of business entities, joint ventures and contractual trade relationships, along with associated cross-border tax planning) throughout the U.S. and in more than a dozen foreign jurisdictions, including Mexico, Brazil, the Dominican Republic, British Virgin Islands, Guatemala, Paraguay, Honduras, and the Bahamas, among others.
- Represented foreign investors from Brazil, Mexico, the United Kingdom, Italy, France, and Germany in setting up operations in the U.S.
- Handled a variety of U.S. customs-related matters, including resolving disputes with customs enforcement officials, formation of Customs Bonded Warehouses and the administration of Foreign Trade Zones
- Worked in the area of U.S. export controls, including compliance with Export Administration Regulations and the rules of the Office of Foreign Assets Control

Previous Professional Experience

- Foreign Legal Consultant for the law firms of Jauregui Navarrete y Nader in Mexico City and Tozzini Freire Teixeira e Silva in São Paulo, Brazil (1999)

Recognitions

The bar rules of some states require that the standards for an

attorney's inclusion in certain public accolades or recognitions be provided. When such accolades or recognitions are listed, a hyperlink is provided that leads to a description of the respective selection methodology.

- [The Best Lawyers in America®](#)
 - Economic Development Law (2024-2026)
 - International Trade and Finance Law (2024-2026)
- Best Lawyers International in Finance and Trade in the Latin American Region
- [Greenville Business Magazine "Legal Elite of the Upstate"](#)
 - International Law (2012–2014, 2022-2024)
 - Economic Development (2024)

Professional Activities

- South Carolina Bar
- Member of American Immigration Lawyers Association (AILA) since 2001

Leadership

- Customs and International Trade Bar Association, Vice-Chairman of the Professional Responsibility and CLE Committee (2024-Present)
- Greenville County Planning Commission, Chair (2018-2020)
- Greenville County Planning Commission, Member (2015-Present)
- Greenville Area Development Corporation, Chair (2006-2009)
- Appointed by the U.S. Secretary of Commerce to the South Carolina District Export Council (2010-2013)

Articles & Speeches

Insights

[The End of Globalization?](#), *ACC Docket*- Author (April 24, 2023)

[US, China Phase 1 Trade Deal Is Best Bet For Now](#), *Law360*- Author (December 20, 2019)

[The Trade War and Its Impact on the Location Decision Process](#), *AreaDevelopment Magazine*- Author (Q4 2019)

Events/Speaking Engagements

[International Bar Association - Annual Conference](#)- Attendee (November 2, 2025)

[Trade Issues Review](#)- Speaker (March 6, 2025)

Tariffs, Customs and Deglobalization: How to Cope - Speaker (January 22, 2020)

[Using Foreign Trade Zones and Other Tariff Mitigation Strategies to Win Projects](#)- Speaker (October 1, 2019)

[Navigating Trade Wars and International Tax Reform](#)- Panelist (June 18, 2019)

[History of Globalization: Surviving the New Era of Higher Tariffs](#)- Speaker (November 15, 2018)

[Survival Strategies for the New, High Tariff World](#)- Speaker (Thursday, November 1, 2018)

[Using Foreign Trade Zones to Navigate the New, High-Tariff Era](#)- Presenter (June 27, 2018)

Economic Development and Tax Incentives: Presentation to Greenville County Bar - Presenter (February 2, 2018)

[Introduction to Stock and Asset Purchase Agreements](#), *SC Corporate CLE Group*(June 2015-2017)

The Future of Trade Agreements between the U.S. and EU , *European American Chamber of Commerce*(May 24, 2017)

Alerts

[Trump's Latest Round of Steel and Aluminum Tariffs: This Time Around, Everyone Pays](#), Additional Nelson Mullins Alerts (February 13, 2025)

[Trump Administration Delays Collection of \(Some\) Tariffs for 90 Days](#), Additional Nelson Mullins Alerts (May 6, 2020)