



# WHITMER & WORRALL

## TRADE & TAX PRACTICE



### OUR TRADE & TAX PRACTICE

At Whitmer & Worrall, we have led successful advocacy efforts with the Executive Office of the President, federal agencies and Congress. Our strategic capabilities include:

#### International Trade

- Advocacy related to ongoing or pending trade agreements, including USMCA
- Tariffs, U.S. global value chains and rules of origin
- Trade facilitation
- Trade policy strategies to improve competitive position and market access
- ECRA, FIRRMA and export controls
- International sanctions
- Generalized System of Preferences and preference programs
- Trade harmonization
- Best corporate practices related to international trade

#### Tax & Incentives

- Global Low-Taxed Intangible Income
- Base Erosion and Anti-Abuse Tax
- Foreign and domestic incentives, and localization strategies for customers
- R&D appropriations
- Treatment of sales tax collection for online purchases
- Marketplace Fairness Act
- Depreciation issues

### OUR TEAM

#### Gabe Pellathy, Principal

For almost 20 years, Gabe has led government affairs activities related to trade, import and export issues, supply chain activities, market access, and tax policy incentives. His experience includes:

- Senior Government Relations and Business Development Executive at three Fortune 500 companies
- Chief of Staff, Commercial Service, International Trade Administration, U.S. Department of Commerce
- Senior Policy Advisor, Bureau of Industry and Security, U.S. Department of Commerce
- Attorney, Office of the U.S. Trade Representative

### CONTACT US

Please contact us for more information about our services and expertise.

#### **Whitmer & Worrall**

1401 H Street, NW  
Suite 1075  
Washington, D.C. 20005  
(202) 558-6000

#### **Gabe Pellathy**

[gabe@whitmerworrall.com](mailto:gabe@whitmerworrall.com)

#### **Website**

[www.whitmerworrall.com](http://www.whitmerworrall.com)

# A LEADING WASHINGTON GOVERNMENT RELATIONS FIRM

## OUR FIRM

Whitmer & Worrall has broad international trade experience and can assist clients on a range of trade and tax issues.

Our team has extensive expertise in advocacy with federal agencies, the White House and the Executive Office of the President, as well as Congress, including the U.S. House Ways and Means and U.S. Senate Finance Committees.

Our firm, in its 14th year, is a bi-partisan government relations and strategic consulting firm located in Washington, D.C. The firm's principals have over 100 years of combined experience and have operated at the highest levels of government. Our stated goal is to represent companies and institutions who seek to be the leaders of their respective industries. We represent fortune 100 companies, including some of the world's largest manufacturing and industrial companies, coalitions and trade associations, SME's, state and local governments, universities, healthcare institutions and innovative growth ventures.

Our firm functions as both a government relations and consulting firm, with an emphasis on developing a sound strategy, outlining key goals and messages and executing a comprehensive plan developed collaboratively with our clients. We not only deliver traditional government relations services, but also provide significant business development support for organizations targeting public and private entities as customers, as well as issues involving market access and investment.



WHITMER & WORRALL

## FIRM EXPERTISE



Strategic advocacy & government relations outreach



Business / industry / non-profit consulting



State & Federal marketing and business development



Industry coalition design and management



Regulatory risk management



General representation in Washington, D.C.



Legislative advisory services



Federal funding strategy



PAC / fundraising management and strategy