



Karl W. Means

Counsel

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Education

University of Oklahoma
College of Law
(J.D., 1988)

University of Oklahoma
(M.B.A., 1988)

Oklahoma State University
(B.S., 1985)

Bar Admissions

District of Columbia, 1992

Maryland, 2000

Virginia, 2024

Oklahoma, 1989

Court Admissions

United States Court of Appeals for
the Fourth Circuit

United States Court of Appeals for
the Federal Circuit

United States District Court for
the District of Maryland

Karl Means practices at the intersection of intellectual property and international trade law, helping clients navigate the complexities of international trade, customs compliance, tariffs and intellectual property protection.

Karl advises companies in multiple industries on U.S. laws and policies impacting a wide range of international trade issues, including:

- Tariff classification, including reciprocal tariffs and other trade remedies
- Export controls and export licensing under the Export Administration Regulations (EAR) and the International Traffic in Arms Regulations (ITAR)
- Economic sanctions programs
- Country-of-origin and substantial transformation determinations for customs compliance as well as domestic content requirements under Buy America, the Buy American Act and the Trade Agreements Act
- Restrictions on the importation of parallel imports or gray market goods
- Analyzing supply chains to identify suppliers subject to Foreign Entity of Concern (FEOC) restrictions
- “Made in USA” claims under Federal Trade Commission regulation
- USMCA and bi-lateral free trade agreements
- Uyghur Forced Labor Prevention Act (UFLPA) compliance

Karl counsels clients on developing import and export compliance programs and business processes to meet reasonable care standards applicable to component sourcing and supply chain activities. He also has experience litigating trade issues at the Court of International Trade.

Karl also assists business clients on trademark and copyright protection matters, including registration and enforcement of proprietary rights, as well as all types of licensing matters.

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Karl previously worked at what is now U.S. Customs and Border Protection where, as Senior Attorney in the Intellectual Property Rights Branch, he handled cases dealing with the enforcement of U.S. border control laws, the detention and seizure of infringing imports and issuing decisions concerning the infringement of U.S. intellectual property rights. He was also a principal author of federal regulations concerning the entry, detention and seizure of parallel imports (gray market goods) and represented Customs at the Customs Cooperation Council in Brussels.

Karl also worked in the intellectual property group at a midsized, Washington-area law firm where he supported the firm's corporate practice, applying his intellectual property knowledge to a broad range of business situations:

- Advising on the selection, adoption and use of trademarks and conducting comprehensive trademark availability searches
- Counseling copyright protection and licensing matters
- Trademark and copyright registration
- Enforcement of intellectual property rights
- Invention assignments and non-compete agreements
- Nondisclosure agreements
- Forming corporations and limited liability companies

As the head of the Intellectual Property Practice Group, he oversaw administration of the trademark docket and worked with clients on all phases of brand development from conception to execution.