

MVP: Buchanan Ingersoll's Daniel Pickard

By Micah Danney

Law360 (October 17, 2023, 1:03 PM EDT) -- Daniel Pickard of Buchanan Ingersoll & Rooney PC founded the firm's international trade practice this year, adding a new major player to the sector, and led the team that successfully advocated for the U.S. International Trade Commission determination that freight rail couplers imported from China were undercutting the domestic industry, landing him among Law360's 2023 International Trade MVPs.

His biggest accomplishment over the past year:

Pickard started setting up Buchanan Ingersoll's international trade group about a year and a half ago. Since then, 10 attorneys have been added to its roster, as well as paralegal and administrative staff, making it the fastest-growing international trade practice in the country, Pickard said.

He noted that historically, there have only been three Am Law 200 firms that represent petitioners in anti-dumping cases. There are now four.

"It's required a lot of time and energy over the past year," Pickard said.

His proudest moment in the past year:

Pickard's team was integral to the U.S. Department of Commerce's decision to revoke Russia's market economy status in November. The agency had affirmed Russia's status as recently as five months prior but moved to take another look at conditions in the country in light of Russian President Vladimir Putin's growing control over the national economy, a development that coincided with his ongoing invasion of Ukraine.

Commerce's notice in the Federal Register inviting comments sought input only from the parties in a Buchanan Ingersoll case over Russian emulsion styrene butadiene rubber. Pickard's team provided the agency with evidence that Russia no longer had a market economy and detailed its government's increased control.

Commerce was convinced, "which is a very significant legal development in the international trade practice," Pickard said.

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MVP



Daniel Pickard
Buchanan Ingersoll

Why he's an international trade attorney:

After his first year at Golden Gate University School of Law, Pickard did a summer study-abroad program in Paris. He spent the following summer in Bangkok.

"At that stage of the game, I was plucked," he said. "I knew whatever I was going to do was going to be in the international arena."

Since then, his cases have fit into four "big buckets," he said: anti-dumping, export control, international anti-bribery and economic sanctions.

As Pickard heads to the office every Monday, he said he knows his week will involve either a multimillion-dollar trade dispute, issues related to ensuring the most sensitive U.S. technologies don't end up in the hands of its adversaries, issues connected to bribery and foreign government officials or national security embargoes enforced by the U.S. government.

"I think I'm the luckiest guy in D.C., that I get my livelihood by practicing in some of the most interesting areas of the law," he said.

What motivates him:

Pickard said he feels driven by the opportunity Buchanan Ingersoll has provided to build something, and he expects that to continue based on cases that are in the pipeline, which will necessitate new hires.

He's also motivated by the wider impact his cases can have.

"At the end of the day, when I bring a successful trade case, that keeps U.S. manufacturing in the country," he said. "It keeps people from losing their jobs."

His advice for junior attorneys:

"Become subject-matter experts," Pickard said. "Read the law. Engage in the legal research. Write the briefs."

Later in a career, there will be time for learning business developments and developing abilities in oral advocacy in court and in front of federal agencies, he said.

"But for junior associates, job No. 1 is to learn the law inside and out," Pickard said.

--As told to Micah Danney

Law360's MVPs of the Year are attorneys who have distinguished themselves from their peers over the past year through high-stakes litigation, record-breaking deals, and complex global matters. A team of Law360 editors selected the 2023 MVP winners after reviewing more than 900 submissions.