

Table of Contents

Volume 1

CHAPTER 1. INTERNATIONAL SALES LAW

I. INTRODUCTION

- § 1:1 Introduction to CISG
- § 1:2 United Nations Commission on International Trade Law (UNCITRAL)
- § 1:3 Short history of the drafting of CISG

II. SCOPE AND GENERAL PROVISIONS OF CISG

- § 1:4 The sphere of application of CISG
- § 1:5 Choice of law clauses
- § 1:6 Transactions excluded from the convention
- § 1:7 Types of sales transactions excluded from the convention
- § 1:8 Issues excluded from the convention
- § 1:9 General provisions of CISG

III. CONTRACT FORMATION

- § 1:10 Contract formation in general
- § 1:11 Offer
- § 1:12 Firm offers
- § 1:13 Acceptance

IV. RIGHTS AND OBLIGATIONS OF THE PARTIES

- § 1:14 Seller's obligations—Delivery
- § 1:15 —Quality of the goods
- § 1:16 —Property issues
- § 1:17 Buyer's obligations
- § 1:18 Buyer's inspection and notice of defects
- § 1:19 Cure
- § 1:20 Risk of loss
- § 1:21 Excused performance
- § 1:22 Interpretation in U.S. courts

V. REMEDIES

- § 1:23 Remedies in general
- § 1:24 Suspending performance

- § 1:25 “Avoidance” of a contract—Refusal to accept nonconforming performance
- § 1:26 Non-judicial price adjustment
- § 1:27 Reclamation of the goods
- § 1:28 Judicial remedies
- § 1:29 Seller’s action for specific performance
- § 1:30 Buyer’s action for the contract price
- § 1:31 Damages
- § 1:32 Buyer’s damages
- § 1:33 Seller’s damages

VI. SAMPLE INTERNATIONAL SALES AGREEMENTS

- § 1:34 Sample international product sales agreement (PRC) with accompanying irrevocable bank guarantee
- § 1:35 Sample international sales agreement (PRC)
- § 1:36 Sample international commodity sales agreement (PRC)
- § 1:37 Volume purchase agreement (Germany) (electronics)
- § 1:38 License to manufacture agreement (Germany) (electronics)
- § 1:39 International contract for sale of secondary galvanized metal (Selective CISG Application)
- § 1:40 Purchase and sale agreement (chemicals industry)
- § 1:41 Third party labor conditions and supply chain accountability clause
- § 1:42 Sample vendor standard terms and conditions of purchase
- § 1:43 Sample vendor nondisclosure agreement

VII. PRACTITIONER COMMENTARY

- § 1:44 The controversy of good faith in the United Nation Convention on contracts for the international sale of goods, by Jennifer Mays, Esq.
- § 1:45 Afghanistan’s Accession to Convention on Contracts for the International Sale of Goods (CISG), by Mohammad Ali Hemmat, Esq.

CHAPTER 2. COMMERCIAL TERMS

I. INTRODUCTION

- § 2:1 Introduction
- § 2:2 The purpose of commercial terms

II. INCOTERMS

- § 2:3 Incoterms as a trade usage
- § 2:4 Categories of commercial terms
- § 2:5 Revisions of Incoterms
- § 2:6 The format of Incoterms

III. THE INDIVIDUAL TERMS OF INCOTERMS

- § 2:7 The Ex Works (EXW) term

TABLE OF CONTENTS

§ 2:8	The Free Carrier (FCA) term
§ 2:9	The Free Alongside Ship (FAS) term
§ 2:10	The Free on Board (FOB) term
§ 2:11	The Cost, Insurance and Freight (CIF) term
§ 2:12	The Cost and Freight (CFR) term
§ 2:13	The Carriage and Insurance Paid To (CIP) term
§ 2:14	The Carriage Paid To (CPT) term
§ 2:15	Destination terms
§ 2:16	The Delivery Ex Ship (DES) term (eliminated in 2010)
§ 2:17	The Delivery Ex Quay (DEQ) term (eliminated in 2010)
§ 2:18	The Delivery at Frontier (DAF) term (eliminated in 2010)
§ 2:19	The Delivery Duty Unpaid (DDU) term (eliminated in 2010)
§ 2:20	The Delivery Duty Paid (DDP) term
§ 2:21	The Delivered at Place (DAP) term
§ 2:22	The Delivered at Terminal (DAT) term
§ 2:23	Interpretation of gaps in Incoterms, electronic communications

IV. CISG, THE UCC AND INCOTERMS

§ 2:24	Comparison of Incoterms with UCC and CISG
§ 2:25	The EXW term and default rules under CISG and UCC
§ 2:26	The UCC “F.O.B. place of shipment” term
§ 2:27	The UCC “F.A.S. vessel” term
§ 2:28	The UCC “F.O.B. vessel” term
§ 2:29	The UCC “C.I.F.” term
§ 2:30	The UCC “F.O.B. place of destination” term

CHAPTER 3. BILLS OF LADING

I. INTRODUCTION

§ 3:1	Bills of lading in international business transactions
§ 3:2	Descriptive terms for bills of lading

II. TYPES OF BILLS OF LADING

§ 3:3	Non-negotiable or straight bills of lading
§ 3:4	Negotiable or order bills of lading

III. GOVERNING LAW

§ 3:5	International conventions
§ 3:6	Overview of United States law
§ 3:7	The Harter Act
§ 3:8	Carriage of Goods by Sea Act (COGSA)
§ 3:9	Federal Bills of Lading Act

§ 3:10 Choice of law

IV. THE “PAYMENT AGAINST DOCUMENTS” TRANSACTION

§ 3:11 Overview

§ 3:12 The necessity of a negotiable bill of lading

§ 3:13 Payment

§ 3:14 Risks of the parties

§ 3:15 Seller’s risks

§ 3:16 Buyer’s risks

V. INHERENT RISKS AND LIABILITIES REGARDING BILLS OF LADING

§ 3:17 Misdelivery

§ 3:18 Misdescription

§ 3:19 Forged bills of lading

VI. ELECTRONIC BILLS OF LADING

§ 3:20 Introduction

§ 3:21 Establishing a system and format for electronic bills of lading

VII. SELECTED DOCUMENTS

§ 3:22 Sample bill of lading

§ 3:23 Sample logistics service provider contract

CHAPTER 4. SALES AGENT AND DISTRIBUTORSHIP AGREEMENTS

I. INTRODUCTION

§ 4:1 Need for a written agreement

§ 4:2 Problems most prevalent upon termination

§ 4:3 Effect of changing export laws in the United States

II. FORMS OF DISTRIBUTION

§ 4:4 Choice of form

§ 4:5 Independent foreign agent

§ 4:6 Independent foreign distributor

§ 4:7 Laws protecting agents and distributors

III. ABILITY TO CONTROL AGENT OR DISTRIBUTOR

§ 4:8 Aspects of control

TABLE OF CONTENTS

§ 4:9 Areas to consider

IV. CHOOSING THE AGENT OR DISTRIBUTOR

§ 4:10 Individual or business entity

§ 4:11 Nationality of the agent/distributor

§ 4:12 Special problems

V. THE AGREEMENT—PROVISIONS TO CUSTOMERS

§ 4:13 Language

§ 4:14 Agreement is the full agreement

§ 4:15 Definitions

§ 4:16 Services to be performed by agent/distributor

§ 4:17 Compensation and payment

§ 4:18 Choice of law and venue

§ 4:19 Termination

§ 4:20 —Right to terminate

§ 4:21 —Notice of termination

§ 4:22 —Rights upon termination

§ 4:23 —Waiver of termination rights

§ 4:24 —Denial of import privileges

§ 4:25 —Denial of export privileges

§ 4:26 Duration of agreement

§ 4:27 Rights retained by the U.S. company

VI. REGISTRATION OF THE AGREEMENT

§ 4:28 Notification or approval

VII. JURISDICTION OVER UNITED STATES PRINCIPAL

§ 4:29 Who asserts jurisdiction?

VIII. INTERNATIONAL UNIFICATION OF THE RULES OF AGENCY

§ 4:30 1983 Geneva Convention on Agency in the International Sale of Goods

§ 4:31 European Union unification of the rules affecting agents

§ 4:32 European Union rules affecting agent termination rights

§ 4:33 European Union competition law applicability to agency agreements

§ 4:34 European Union rules affecting distributorship agreements

§ 4:35 International Chamber of Commerce

IX. FINAL CONSIDERATIONS

§ 4:36 Laws affecting exports and imports

§ 4:37 Strategic alliances between different nation manufacturers

§ 4:38 Doing business by a sales agent in Mexico

X. SAMPLE INTERNATIONAL AGENCY AND DISTRIBUTION AGREEMENTS

§ 4:39 Sample manufacturer's international representative agreement (gas turbines)

§ 4:40 General manufacturer's agent agreement

§ 4:41 Authorized repair facility agreement (Aerospace)

§ 4:42 Maintenance support agreement (Aerospace)

§ 4:43 International distributorship agreement (Germany) (electronics)

CHAPTER 5. COUNTERTRADE AGREEMENTS

I. INTRODUCTION

§ 5:1 Countertrade in the post—World War II years

§ 5:2 Why engage in countertrade?

II. FORMS OF COUNTERTRADE

§ 5:3 Barter

§ 5:4 Counterpurchase

§ 5:5 Compensation or buyback

§ 5:6 Offsets

§ 5:7 Switch trading

§ 5:8 Bilateral clearing accounts

§ 5:9 Investment commitment

III. THE COUNTERTRADE AGREEMENT

§ 5:10 Single versus three agreements

§ 5:11 The first agreement

§ 5:12 The second agreement

§ 5:13 The third agreement—The protocol

IV. NEGOTIATING A COUNTERTRADE AGREEMENT

§ 5:14 Understanding countertrade

§ 5:15 Length of time to negotiate

§ 5:16 Definition of the goods

§ 5:17 Quality

§ 5:18 Quantity

§ 5:19 Prices

§ 5:20 Other trade rules applicability

§ 5:21 Percentage of countertrade demanded

§ 5:22 Discount for costs of disposing countertrade goods

§ 5:23 Nonperformance penalties

TABLE OF CONTENTS

- § 5:24 Selection of goods
- § 5:25 Release of United States party
- § 5:26 Renegotiation
- § 5:27 Dispute resolution

V. COUNTERTRADE IN THE CONTEXT OF A JOINT VENTURE

- § 5:28 Compensation countertrade and a joint venture

VI. POLICY POSITIONS CONCERNING COUNTERTRADE

- § 5:29 Governments and international organizations
- § 5:30 United States government policy
- § 5:31 United States trade law
- § 5:32 United States antitrust law
- § 5:33 Western European nations
- § 5:34 Nonmarket economy nations
- § 5:35 Developing nations
- § 5:36 Middle-East nations
- § 5:37 United Nations
- § 5:38 GATT/WTO
- § 5:39 OECD

VII. CONCLUSIONS

- § 5:40 Future of countertrade

VIII. SAMPLE COUNTERTRADE AGREEMENTS

- § 5:41 Counterpurchase contract with India
- § 5:42 Counterpurchase contract with Russia (production of polyester fibers, polyester threads and their raw materials and delivery of chemicals and cotton)
- § 5:43 Offset agreement with Israel
- § 5:44 General guide for the offset program of the Korean Telecommunication Authority
- § 5:45 International buy-back contracts (UN ECE)

CHAPTER 6. DOCUMENTARY LETTERS OF CREDIT

I. INTRODUCTION

- § 6:1 Introduction—The transactional problem
- § 6:2 The documentary sale transaction
- § 6:3 Risk allocation in the letter of credit transaction—In general

II. BASIC CONCEPTS AND SOURCES OF RULES

- § 6:4 The governing rules

- § 6:5 Applicable law
- § 6:6 Basic legal principles

III. HONOR AND DISHONOR

- § 6:7 Wrongful dishonor of a credit
- § 6:8 Wrongful honor of the credit
- § 6:9 Examination of the documents for discrepancies
- § 6:10 Notification of discrepancies
- § 6:11 The documents in the letter of credit transaction

IV. OTHER TRANSACTIONS

- § 6:12 Electronic letters of credit
- § 6:13 Back-to-back and revolving credits

V. SAMPLE FORMS

- § 6:14 Letter of credit—Confirmed, irrevocable

CHAPTER 7. STANDBY LETTERS OF CREDIT

I. INTRODUCTION

- § 7:1 Introduction
- § 7:2 Transaction pattern of the standby letter of credit
- § 7:3 Differences with commercial letter of credit

II. TRADITIONAL SOURCES OF RULES

- § 7:4 Sources of law and rules/governing rules
- § 7:5 Revised UCC Article 5
- § 7:6 Uniform Customs and Practices for Documentary Credits (UCP)

III. NEW SOURCES OF RULES

- § 7:7 New international rules for standby letters of credit
- § 7:8 United Nations Convention on independent guarantees and stand-by letters of credit (1995)
- § 7:9 Rules on International Standby Practices (ISP 98)—Drafting history
- § 7:10 The rules of ISP 98
- § 7:11 Use of ISP 98
- § 7:12 The debate over ISP 98

IV. THE ISSUE OF FRAUD

- § 7:13 The “fraud defense”
- § 7:14 Fraudulent or abusive demands for payment under the United Nations Convention on independent guarantees and stand-by letters of credit

CHAPTER 8. INTERNATIONAL ELECTRONIC COMMERCE

I. INTRODUCTION TO E-COMMERCE TRANSACTIONS

- § 8:1 Introduction
- § 8:2 Private contractual measures enabling e-commerce—Trading partner agreements
- § 8:3 —Shrinkwrap and clickwrap agreements
- § 8:4 Legislative measures enabling e-commerce

II. INTERNATIONAL MODEL LAWS

- § 8:5 UNCITRAL Model Law on Electronic Commerce—In general
- § 8:6 —Non discrimination
- § 8:7 —Contract formation
- § 8:8 —Specialized provisions
- § 8:9 UNCITRAL Model Law on Electronic Signatures

III. REGIONAL LAWS

- § 8:10 European Union—Background to the eEurope Initiative
- § 8:11 —Distance Selling Directive
- § 8:12 —Electronic Signature Directive
- § 8:13 —Electronic Commerce Directive
- § 8:14 —Personal Data Protection Directive

IV. UNITED STATES LAWS

- § 8:15 United States—Federal laws
- § 8:16 —State laws

V. PRACTITIONER COMMENTARY

- § 8:17 The EU-U.S. Data Privacy Shield, by Marco Fortades, Esq.

CHAPTER 9. AN INTRODUCTION TO INTERNATIONAL TRADE—THE WTO, U.S. CUSTOMS, AND TRADE LAW

I. INTRODUCTION

- § 9:1 Scope

II. THE WORLD TRADE ORGANIZATION (WTO)

- § 9:2 Introduction
- § 9:3 The General Agreement on Tariffs and Trade (1947)
- § 9:4 —Trade in goods: Core GATT principles

- § 9:5 —GATT procedures
- § 9:6 The GATT/WTO multinational trade negotiations (rounds)
- § 9:7 The World Trade Organization (WTO) and GATT 1994
- § 9:8 WTO decision-making: Admission
- § 9:9 WTO decision-making: Consensus rules
- § 9:10 WTO decision-making: Admission to the WTO
- § 9:11 WTO agreements and U.S. law
- § 9:12 WTO dispute settlement/U.S. disputes/China disputes
- § 9:13 Import quotas and licenses under the WTO
- § 9:14 GATT/WTO Nontariff Trade Barrier Codes
- § 9:15 The WTO Agreement on Agriculture
- § 9:16 WTO Public Procurement Code
- § 9:17 The General Agreement on Trade in Services (GATS)
- § 9:18 The WTO and Rules of Origin
- § 9:19 The WTO TRIPs Agreement

III. CLEARING U.S. CUSTOMS

- § 9:20 Introduction
- § 9:21 Entry formalities
- § 9:22 Customs documentation and liability
- § 9:23 Customs classification
- § 9:24 Customs valuation
- § 9:25 Rules of origin

IV. REGULATING U.S. TRADE

- § 9:26 Introduction
- § 9:27 International Trade Administration (ITA)
- § 9:28 International Trade Commission (ITC)
- § 9:29 Court of International Trade (CIT)
- § 9:30 The USTR, Fast Track and U.S. Trade Agreements
- § 9:31 U.S. Import Regulation (chart)
- § 9:32 U.S. Export Regulation (chart)

V. PRACTITIONER COMMENTARY

- § 9:33 Afghanistan and the WTO: Did Afghanistan Pay Too Heavy a Price for Membership?, by Ismaeil Hakimi, Esq.
- § 9:34 China as an Open Market Economy: How The WTO Should Rule, by Jordan Golden, Esq.
- § 9:35 WTO Jurisdiction In The Case Of The Gatt, Article XXI: Testing the Authority of the WTO under the Trump Administration, by M. T. Barikbin, Esq.
- § 9:36 Intensive Care or the Morgue? The Current State of the WTO Appellate Body and Prognosis for Its Future, by Ian Carstens, Esq.

CHAPTER 10. UNITED STATES TARIFFS AND DUTY FREE IMPORTS

I. THE U.S. HARMONIZED TARIFF SCHEDULE

- § 10:1 Introduction
- § 10:2 Origins of United States tariffs
- § 10:3 Column 1 tariffs and the GATT/WTO
- § 10:4 Column 2 tariffs
- § 10:5 The Jackson-Vanik Amendment
- § 10:6 Duty free entry
- § 10:7 HTS sample

II. FOREIGN TRADE ZONES AND BONDED WAREHOUSES

- § 10:8 Foreign trade zones
- § 10:9 Bonded warehouses

III. THE U.S. GENERALIZED SYSTEM OF PREFERENCES (GSP)

- § 10:10 Statutory authorization
- § 10:11 USTR petition procedures
- § 10:12 Competitive need limitations
- § 10:13 Country eligibility
- § 10:14 Product eligibility
- § 10:15 Graduation
- § 10:16 Judicial and administrative remedies

IV. CARIBBEAN BASIN INITIATIVE, ANDEAN AND AFRICAN TRADE PREFERENCES

- § 10:17 Introduction
- § 10:18 CBI country eligibility
- § 10:19 CBI product eligibility
- § 10:20 Andean trade preferences
- § 10:21 African trade preferences

V. GOODS INCORPORATING UNITED STATES COMPONENTS

- § 10:22 Section 9802.00.80 of the HTS
- § 10:23 Maquiladoras
- § 10:24 Section 9802.00.80 case law
- § 10:25 Metals processed abroad

CHAPTER 11. CUSTOMS CLASSIFICATION, VALUATION AND ORIGIN

I. THE ROLE OF CLASSIFICATION, VALUATION AND ORIGIN

- § 11:1 Purpose of classification, valuation and origin
- § 11:2 The actors who classify and value—The Customs Service
- § 11:3 —Secretariat of the Customs Cooperation Council (CCC)
- § 11:4 The sources of law for classification, valuation and origin

II. CLASSIFICATION—THE FRAMEWORK OF THE HARMONIZED TARIFF SCHEDULE OF THE UNITED STATES

- § 11:5 Sample provisions of the Harmonized Tariff System
- § 11:6 Classification—The meaning of the headings in the HTS
- § 11:7 —The meaning of the notes in the HTS
- § 11:8 —The meaning of the columns in the HTS

III. CLASSIFICATION—DETERMINING THE PROPER RATE OF DUTY

- § 11:9 Classification—Applying the General Rules of Interpretation
- § 11:10 —The Additional U.S. Rules of Interpretation
- § 11:11 —United States Customs Service, Guidance for Interpretation of Harmonized System
- § 11:12 —Decisions of United States courts

IV. COUNTRY OF ORIGIN

- § 11:13 Introduction—Substantial transformation
- § 11:14 Rules of origin—Sources of law
- § 11:15 —Applicable legal theories

V. VALUATION—THE FRAMEWORK OF VALUATION LAW IN THE UNITED STATES

- § 11:16 United States law on valuation
- § 11:17 Valuation—The law of the GATT/WTO

VI. VALUATION—DETERMINING THE PROPER VALUE

- § 11:18 Valuation—Appraisal of imported merchandise
- § 11:19 —Transaction value
- § 11:20 —Deductive value
- § 11:21 —Computed value
- § 11:22 Value when other methods are not effective

VII. PRACTITIONER COMMENTARY

- § 11:23 Taxing Art: EU Regulation No. 731/2010 and the problem of classification, by
Mariam Babayan, Esq.

CHAPTER 12. ANTIDUMPING DUTIES

I. INTRODUCTION

- § 12:1 Dumping—What is it and why is it done?

II. GATT/WTO ANTIDUMPING LAW

- § 12:2 GATT and the Tokyo Round Antidumping Code (1979)
§ 12:3 The WTO Antidumping Code (1994)
§ 12:4 U.S. implementation of the WTO Antidumping Code
§ 12:5 —WTO U.S. dumping law disputes

III. U.S. ANTIDUMPING LAW

- § 12:6 The evolution of U.S. antidumping law
§ 12:7 The dumping determination, zeroing
§ 12:8 Foreign market value
§ 12:9 United States price
§ 12:10 Sales below cost
§ 12:11 Nonmarket economies included
§ 12:12 Nonmarket economy constructed values
§ 12:13 Market economy constructed values
§ 12:14 Similar merchandise and price adjustments
§ 12:15 The injury determination
§ 12:16 Like domestic products
§ 12:17 Material injury
§ 12:18 —Volume of imports
§ 12:19 —Price effects
§ 12:20 —Domestic industry impact
§ 12:21 Threat of material injury
§ 12:22 Causation
§ 12:23 Cumulative causation
§ 12:24 Antidumping procedures—Petition and response
§ 12:25 Administrative determinations
§ 12:26 The importance of the ITA preliminary dumping determination
§ 12:27 AD duties and anti-circumvention
§ 12:28 Appeals

IV. EUROPEAN ANTIDUMPING LAW

- § 12:29 GATT/WTO Code adherence

- § 12:30 Administrative determinations
- § 12:31 Settlements
- § 12:32 Anti-circumvention and other controversies

V. PRACTITIONER COMMENTARY

- § 12:33 *Boeing v. Bombardier: Material Injury Analysis At The International Trade Commission*, by Justin Shields, Esq.

CHAPTER 13. SUBSIDIES AND COUNTERVAILING DUTIES

I. INTRODUCTION

- § 13:1 Subsidies and international trade

II. GATT/WTO SUBSIDIES AND CVD LAW

- § 13:2 Tokyo Round Subsidies Code (1979)
- § 13:3 Uruguay Round WTO Subsidies Code (1994)

III. U.S. SUBSIDIES AND CVD LAW

- § 13:4 Historical introduction
- § 13:5 Two statutory regimes
- § 13:6 U.S. implementation of the WTO Subsidies Code—Countervailable subsidies
- § 13:7 National or WTO proceedings
- § 13:8 Non-countervailable subsidies (expired)
- § 13:9 Export subsidies
- § 13:10 Upstream subsidies
- § 13:11 De minimis subsidies
- § 13:12 Nonmarket economies
- § 13:13 The injury determination
- § 13:14 Like domestic products
- § 13:15 Material injury
- § 13:16 Causation
- § 13:17 Cumulative causation
- § 13:18 Countervailing duty procedures
- § 13:19 Administrative determinations
- § 13:20 The importance of the ITA preliminary subsidy determination
- § 13:21 CVD duties and anti-circumvention
- § 13:22 Appeals

IV. EUROPEAN SUBSIDIES AND CVD LAW

- § 13:23 GATT/WTO Code adherence

TABLE OF CONTENTS

V. PRACTITIONER COMMENTARY

- § 13:24 The Solar Dispute Between the United States and India: The United States Won the Dispute but Did India Win the War?, by Lauren Wood, Esq.

CHAPTER 14. UNITED STATES IMPORT CONTROLS AND NONTARIFF TRADE BARRIERS

I. INTRODUCTION

- § 14:1 Import quotas and licenses
§ 14:2 GATT/WTO Nontariff Trade Barrier Codes
§ 14:3 U.S. import restraints
§ 14:4 U.S. participation in international commodity agreements
§ 14:5 U.S. participation in the multi-fiber arrangement

II. AGRICULTURAL QUOTAS

- § 14:6 Section 22 of the Agricultural Adjustment Act
§ 14:7 Meat imports
§ 14:8 Sugar imports
§ 14:9 Agricultural marketing orders
§ 14:10 The WTO Agreement on Agriculture

III. NONTARIFF TRADE BARRIERS (NTBs)

- § 14:11 Introduction
§ 14:12 Food products
§ 14:13 Seeds, plants and animals
§ 14:14 Consumer products
§ 14:15 Motor vehicles
§ 14:16 Environmental regulation
§ 14:17 Public procurement
§ 14:18 Product standards, GATT/WTO and NAFTA Challenges
§ 14:19 Product markings (origin, labels)
§ 14:20 Maritime transport

IV. NATIONAL SECURITY IMPORT RESTRAINTS

- § 14:21 Section 232 of the Trade Expansion Act
§ 14:22 Trade embargoes, Cuba, Iran and Libya

V. PRACTITIONER COMMENTARY

- § 14:23 Pharmaceutical trade barriers in Indian law, by Jonathan Duffield, Esq.
§ 14:24 Trading Traditional Chinese Medicine into the United States, By Yan Ren, Esq.

CHAPTER 15. IMPORT SAFEGUARDS AND TRADE ADJUSTMENT ASSISTANCE

I. INTRODUCTION

- § 15:1 Prospects for relief
- § 15:2 Special rules for Canada and Mexico
- § 15:3 The impact of limited judicial review
- § 15:4 The WTO Safeguards Agreement
- § 15:5 U.S. implementation and compliance with of the WTO Safeguards Agreement

II. ESCAPE CLAUSE PROCEEDINGS

- § 15:6 Petitions
- § 15:7 ITC investigations
- § 15:8 Statutory criteria
- § 15:9 Substantial causation
- § 15:10 Serious injury
- § 15:11 Relief recommendations of the commission
- § 15:12 Presidential relief decisions
- § 15:13 Orderly Marketing and Voluntary Restraint Agreements

III. MARKET DISRUPTION PROCEEDINGS

- § 15:14 Statutory criteria
- § 15:15 Relief measures

IV. TRADE ADJUSTMENT ASSISTANCE

- § 15:16 Individual and company assistance criteria
- § 15:17 Secretary of Labor determinations
- § 15:18 NAFTA trade adjustment

CHAPTER 16. UNITED STATES EXPORT CONTROLS

I. INTRODUCTION

- § 16:1 Governance of imports
- § 16:2 Governance of exports
- § 16:3 The meaning of a “license”
- § 16:4 Export administration regulations

II. DETERMINING WHEN A LICENSE IS NEEDED—THE 29 STEPS

- § 16:5 General information
- § 16:6 Steps for using the export administration regulations
- § 16:7 Steps one through six—Scope of the EAR

TABLE OF CONTENTS

- § 16:8 Steps seven through nineteen—The general prohibitions
- § 16:9 Steps twenty through twenty-six—Exceptions
- § 16:10 Steps twenty-seven through twenty-nine—Shipping documentation and records

III. SCOPE OF THE EXPORT ADMINISTRATIVE REGULATIONS

- § 16:11 Function of the scope regulations

IV. GENERAL PROHIBITIONS

- § 16:12 Introduction
- § 16:13 Determination of the applicability of the general prohibitions

V. COMMERCE CONTROL LIST OVERVIEW AND THE COUNTRY CHART

- § 16:14 Introduction
- § 16:15 The Commerce Control List (CCL)
- § 16:16 License requirements, license exceptions and list of items controlled sections
- § 16:17 The commerce country chart
- § 16:18 Determining the need for a license

VI. SPECIAL CONTROLS

- § 16:19 Country control list based controls
- § 16:20 End-user and end-use based controls
- § 16:21 Embargoes and other special controls
- § 16:22 Short supply controls

VII. SPECIAL COMPREHENSIVE LICENSE

- § 16:23 Consolidation of previous separate licenses
- § 16:24 Eligible activities, items and countries
- § 16:25 Procedures for obtaining a SCL

VIII. APPLICATION FOR A LICENSE AND ADVISORY OPINIONS

- § 16:26 The application procedure
- § 16:27 Advisory opinions

IX. REVIEW OF APPLICATIONS

- § 16:28 Issuance and/or denial of applications
- § 16:29 Review by BIS and other departments or agencies
- § 16:30 Timetable for application review
- § 16:31 Issuance of a license
- § 16:32 Revocation or suspension of a license

- § 16:33 Appeals
- § 16:34 Review of export applications by international agencies

X. EXPORT CLEARANCE REQUIREMENTS

- § 16:35 Responsibilities
- § 16:36 Shipper's Export Declaration (SED)

XI. ENFORCEMENT

- § 16:37 Fines, suspensions and revocation of export authority
- § 16:38 Administrative proceedings
- § 16:39 Denial orders

XII. PRACTITIONER COMMENTARY

- § 16:40 When good deals go bad: A lawyer's guide to ITAR, by Joshua Summers, Esq.
- § 16:41 Why Is ITAR-Controlled Technical Data So Difficult To Control And What Is The Best Way To Control It?, by Sara Crossman, Esq.
- § 16:42 U.S. Defense ITAR Importing and Exporting Controls, PPT by Sara Crossman, Esq. of FTI Consulting

XIII. APPENDICES

- § 16:43 Framework for OFAC Compliance Commitments

CHAPTER 17. THE FOREIGN CORRUPT PRACTICES ACT AND ILLEGAL PAYMENTS ABROAD

I. INTRODUCTION

- § 17:1 Foreign policy-based law—the FCPA
- § 17:2 History of the FCPA
- § 17:3 Amendments in 1988
- § 17:4 Amendments in 1998
- § 17:5 Responses from other nations, OECD and United Nations Conventions, British Bribery Act
- § 17:6 Foreign Extortion Prevention Act (FEPA)

II. SCOPE OF THE FCPA

- § 17:7 Definitional challenges
- § 17:8 Exempting minor payments
- § 17:9 Who is covered?
- § 17:10 Prohibited payments

III. ACCOUNTING STANDARDS

- § 17:11 Approach of accounting standards

TABLE OF CONTENTS

- § 17:12 ABA/SEC disagreement
- § 17:13 First standard: books, records and accounts
- § 17:14 Second standard: internal accounting control
- § 17:15 Sole exemption: National security

IV. PERSONS SUBJECT TO THE FCPA

- § 17:16 Issuers, domestic concerns and other persons
- § 17:17 Issuers of securities
- § 17:18 Domestic concerns other than issuers
- § 17:19 Foreign natural and legal persons who commit acts while in the United States
- § 17:20 Foreign subsidiaries of U.S. companies

V. THE ACT OF OFFERING, PROMISING OR GIVING CORRUPTLY

- § 17:21 What is given?
- § 17:22 Acting “corruptly”

VI. PROHIBITED PERSONS (RECIPIENTS) AND PURPOSES

- § 17:23 Foreign official
- § 17:24 Foreign political party, official or candidate
- § 17:25 Any person “while knowing”

VII. ROUTINE GOVERNMENTAL ACTION EXEMPTION

- § 17:26 De minimis or “grease” payments
- § 17:27 “Facilitating or expediting routine governmental action”

VIII. AFFIRMATIVE DEFENSES

- § 17:28 Lawful under “written” laws
- § 17:29 “Reasonable and bona fide expenditures”

IX. ENFORCEMENT AND PENALTIES

- § 17:30 Enforcement authority
- § 17:31 Consent decrees
- § 17:32 Charges of accounting and illegal payment violations
- § 17:33 Additional charges
- § 17:34 Penalties: Record keeping and accounting violations
- § 17:35 Penalties: Illegal payment violations

X. DEPARTMENT OF JUSTICE REVIEW PROCEDURE

- § 17:36 Review process
- § 17:37 When to use review process?

XI. RIGHTS OF ACTION

- § 17:38 Actions by the government
- § 17:39 Private right of action
- § 17:40 Employee suits
- § 17:41 Suits charging competitor with violation of FCPA

XII. COMPANY RESPONSES

- § 17:42 Responses to foreign officials' requests for payments
- § 17:43 Company policy and programs to prohibit payments in violation of the FCPA
Company Policies

XIII. FOREIGN NATION AND MULTINATIONAL ORGANIZATION CONTROLS ON CORRUPT FOREIGN PAYMENTS

- § 17:44 Specific nations' laws and U.S. agency procedures
- § 17:45 Organization for Economic Cooperation and Development (OECD)
- § 17:46 General Agreement on Tariffs and Trade (GATT/WTO)
- § 17:47 United Nations
- § 17:48 Other organizations

XIV. CONCLUSIONS

- § 17:49 Repeal unlikely
- § 17:50 Warning signs of violations of the FCPA
- § 17:51 FCPA compliance programs

XV. SAMPLE FCPA POLICY AND CONTRACT CLAUSES

- § 17:52 Company policy regarding the FCPA
- § 17:53 Officer contract provision regarding making unlawful payments
- § 17:54 Third party FCPA compliance clause
- § 17:55 DOJ and SEC Resource Guide to FCPA
- § 17:56 DOJ FCPA Corporate Enforcement Policy (2019)

XVI. PRACTITIONER COMMENTARY

- § 17:57 Reforming the law and culture of corruption in Nigeria, by Nkiruka Cynthia Uzodi, Esq.
- § 17:58 How To Build A Strong Corruption Risk Compliance Program in Mexico, by Lic. Carlos A. Larios, Esq. (Mexico)
- § 17:59 Why the FCPA needs a compliance defense, by Alexandra Frick, Esq.
- § 17:60 The High premium of Self-Reporting: Why the FCPA Enforcement Policy Fails to Curb Transnational Bribery, by Sharon Choi, Esq.
- § 17:61 A Commentary on the Globalization of Foreign Corrupt Practices Law, by Professor Ralph H. Folsom
- § 17:62 How Should Pharma Companies Design An Effective FCPA Compliance Program?, by Julie Kim, Esq.

TABLE OF CONTENTS

Appendix 17A. Criminal Division Corporate Enforcement and Voluntary Self-Disclosure Policy (Mar. 2024)

CHAPTER 18. UNITED STATES BOYCOTT AND ANTI-BOYCOTT LAW

I. INTRODUCTION

- § 18:1 Boycott and anti-boycott laws
- § 18:2 Boycott laws and international law

II. UNITED STATES BOYCOTTS

- § 18:3 Structure and coverage of United States boycott laws
- § 18:4 Trade restrictions: The case of Cuba

III. ENACTING THE ANTI-BOYCOTT LAWS

- § 18:5 United States reaction to the Arab boycott of Israel: The anti-boycott laws
- § 18:6 Addressing boycotts contrary to United States interests by other laws

IV. THE ANTI-BOYCOTT LAW

- § 18:7 Export Administration Act
- § 18:8 Export Administration regulations

V. ANTI-BOYCOTT LAW—PROHIBITED CONDUCT

- § 18:9 Prohibited actions must be done intentionally
- § 18:10 Refusals to deal
- § 18:11 Discriminatory actions
- § 18:12 Furnishing information regarding race, religion, sex or national origin
- § 18:13 Furnishing information regarding business relationships—The use of “blacklists”
- § 18:14 Furnishing information regarding charitable or fraternal organizations
- § 18:15 Use of letters of credit

VI. ANTI-BOYCOTT LAW—EXCEPTIONS

- § 18:16 Function of the exceptions
- § 18:17 Import requirements of the boycotting country
- § 18:18 Import and shipping document requirements
- § 18:19 Compliance with unilateral selection
- § 18:20 Compliance with shipment and transshipment requirements
- § 18:21 Compliance with immigration, passport, visa or employment requirements
- § 18:22 Compliance with local law

VII. ANTI-BOYCOTT LAW—MISCELLANEOUS

- § 18:23 Prohibition of intentional evasion

- § 18:24 Reporting requirements
- § 18:25 Supplements to the regulations
- § 18:26 Violations and enforcement
- § 18:27 Private right of action

VIII. COMPANY ANTI-BOYCOTT POLICY

- § 18:28 Responses to requests from Arab nations
- § 18:29 Company policy to comply with law

IX. SELECTED DOCUMENTS (COMPLIANCE GUIDE)

- § 18:30 Ashland Chemical Anti-boycott Compliance Guide and Policy Statement
- § 18:31 Third party OFAC compliance clause

CHAPTER 19. UNITED STATES SECTION 301 PROCEEDINGS—SUPER 301 AND SPECIAL 301 PROCEDURES

I. INTRODUCTION

- § 19:1 Foreign country practices and market access
- § 19:2 The evolution of Section 301
- § 19:3 The impact of WTO Dispute Settlement Understanding

II. SECTION 301 PROCEEDINGS AND REMEDIES

- § 19:4 Mandatory versus discretionary offenses and remedies
- § 19:5 Statutory definitions
- § 19:6 Petitioning and consultation procedures
- § 19:7 USTR determinations
- § 19:8 Section 301 in action

III. SUPER 301 PROCEDURES

- § 19:9 The Gephardt Amendment alternative

IV. SPECIAL 301 PROCEDURES

- § 19:10 Prioritization of U.S. intellectual property rights disputes with foreign countries

CHAPTER 20. ANTITRUST LAWS (U.S. AND EUROPE)

I. INTRODUCTION

- § 20:1 The impact of antitrust law

TABLE OF CONTENTS

- § 20:2 DOJ International Antitrust Enforcement Guidelines
- § 20:3 Concurrent Federal-State jurisdiction
- § 20:4 Antitrust and economics

II. STATE ANTITRUST LAW

- § 20:5 The revival of state antitrust
- § 20:6 State law and remedies

III. FEDERAL ANTITRUST LAW

- § 20:7 Sherman Act prohibitions and remedies
- § 20:8 Reasonable and unreasonable (per se) restraints of trade
- § 20:9 Monopolization
- § 20:10 Clayton Act prohibitions
- § 20:11 Mergers and acquisitions
- § 20:12 Price discrimination, exclusive dealing and tying offenses
- § 20:13 The Federal Trade Commission Act
- § 20:14 Extraterritorial U.S. antitrust in perspective—Blocking statutes

IV. EUROPEAN COMPETITION LAW

- § 20:15 The goals of competition policy
- § 20:16 Article 101—Restraints of trade
- § 20:17 Regulation 17 and Regulation 1—Commission investigations, attorney-client privilege, shared prosecutorial powers
- § 20:18 Commission prosecutions and sanctions
- § 20:19 Individual exemptions, negative clearances and comfort letters (until May 1, 2004)
- § 20:20 Article 101—Group exemptions
- § 20:21 —Competitive impact
- § 20:22 Article 102
- § 20:23 —Dominant positions
- § 20:24 —Abuse
- § 20:25 Articles 101 and 102—National litigation and remedies
- § 20:26 Conflict of European competition laws
- § 20:27 The extraterritorial reach of Articles 101 and 102

V. COOPERATIVE INTERNATIONAL ANTITRUST ENFORCEMENT

- § 20:28 United States antitrust cooperation agreements
- § 20:29 United States-European antitrust cooperation

VI. U.S. EXPORT ANTITRUST EXEMPTIONS

- § 20:30 Webb-Pomerene export associations
- § 20:31 Export trade certificates of review

- Appendix 20A. DOJ and FTC Antitrust Guidelines for International Enforcement and Cooperation (2017)
- Appendix 20B. DOJ Criminal Division: Evaluation of Corporate Compliance Programs Guidance (Mar. 2023)
- Appendix 20C. Multilateral Mutual Assistance and Cooperation Framework for Competition Authorities (2020)

CHAPTER 21. FREE TRADE AGREEMENTS AND CUSTOMS UNIONS

- § 21:1 Introduction
- § 21:2 GATT Article 24
- § 21:3 GATS Integrated Services Agreements
- § 21:4 Developing World Integration
- § 21:5 The Association of Southeast Asian Nations (ASEAN)
- § 21:6 East Asian Integration
- § 21:7 NAFTA
- § 21:8 The proliferation of free trade agreements
- § 21:9 U.S. fast track procedures
- § 21:10 The Trans-Pacific Partnership (TPP)
- § 21:11 Post-NAFTA U.S. Free Trade Agreements—NAFTA Plus and Minus
- § 21:12 A Model Agreement for Asia's Regional Comprehensive Economic Partnership (RCEP), by Ayushi Agarwal, Esq.

Volume 2

CHAPTER 22. FRANCHISING AND TRADEMARK LICENSING

I. INTRODUCTION

- § 22:1 Franchising abroad
- § 22:2 Trademark protection
- § 22:3 Quality controls
- § 22:4 Copyright protection in franchising
- § 22:5 Protection of franchise trade secrets
- § 22:6 The franchise agreement
- § 22:7 Regulation of international franchising

II. INTERNATIONAL TRADEMARK TREATIES

- § 22:8 The Paris Convention as applied to trademarks
- § 22:9 The Nice Agreement on Trademark Classification
- § 22:10 International trademark registration treaties

TABLE OF CONTENTS

III. FRANCHISING IN EUROPE

- § 22:11 The Pronuptia case
- § 22:12 Regulations 4087/88, 2790/1999 and 330/10

IV. FRANCHISING IN THE UNITED STATES

- § 22:13 Introduction
- § 22:14 State franchise disclosure requirements
- § 22:15 FTC Franchising Rule
- § 22:16 Uniform franchise offering circular
- § 22:17 Termination of franchises
- § 22:18 Automobile dealer franchises
- § 22:19 Petroleum distribution franchises
- § 22:20 Good cause for termination

V. CALIFORNIA FRANCHISING LAW

- § 22:21 Franchise investment law
- § 22:22 Termination of California franchises
- § 22:23 California petroleum franchises
- § 22:24 California automotive franchises

VI. SAMPLE INTERNATIONAL FRANCHISE AGREEMENTS

- § 22:25 Hotel International Franchise Agreement (Mexico)
- § 22:26 Holiday Inns, Inc. International License Agreement
- § 22:27 Standard International Hotel Management Agreement
- § 22:28 Master Restaurant License Agreement (Mexico)
- § 22:29 Restaurant License Agreement (International)
- § 22:30 Restaurant Development Agreement (Mexico)

CHAPTER 23. PATENT AND KNOWHOW LICENSING

I. INTRODUCTION

- § 23:1 Protecting patents and knowhow
- § 23:2 The nature of patents
- § 23:3 The nature of knowhow and trade secrets

II. INTERNATIONAL PATENTS AND KNOWHOW

- § 23:4 International patent and knowhow licensing
- § 23:5 International acquisition of patents
- § 23:6 European patents
- § 23:7 European patent and knowhow licensing
- § 23:8 European transfer of technology regulation

III. TRANSFERRING TECHNOLOGY

- § 23:9 Introduction
- § 23:10 Regulations in the country of the transferee

IV. THE TRANSFER OF TECHNOLOGY AGREEMENT

- § 23:11 Different kinds of agreements
- § 23:12 Agreement to license a patent
- § 23:13 Agreement to license knowhow or trade secrets
- § 23:14 Agreement as part of a foreign direct investment
- § 23:15 Other forms of agreement

V. ELEMENTS OF A TRANSFER OF TECHNOLOGY AGREEMENT

- § 23:16 Introduction
- § 23:17 Definitions
- § 23:18 The grant of the license
- § 23:19 Duration
- § 23:20 No competition arrangements
- § 23:21 What the licensor promises to provide
- § 23:22 What the licensee promises to undertake
- § 23:23 Quality control
- § 23:24 Payment
- § 23:25 Government approval
- § 23:26 Termination
- § 23:27 Dispute resolution
- § 23:28 Miscellaneous provisions

VI. MULTINATIONAL GOVERNANCE OF TECHNOLOGY TRANSFERS

- § 23:29 The United Nations transfer of technology code efforts
- § 23:30 The GATT/WTO and TRIPs
- § 23:31 NAFTA and technology transfers

VII. SAMPLE TECHNOLOGY TRANSFER AND LICENSING AGREEMENTS

- § 23:32 Basic transfer of technology agreement (Mexico) (oil and gas)
- § 23:33 Technical assistance and management services agreement (Indonesia) (oil and gas)
- § 23:34 Basic management agreement (linked to previous technical assistance and management services agreement) (Indonesia) (oil and gas)
- § 23:35 Information exchange agreement (chemicals industry)
- § 23:36 Technology license agreement (Ireland) (telecommunications and equipment)
- § 23:37 Omnibus confidentiality and nondisclosure agreements (knowhow, trade secrets)

TABLE OF CONTENTS

VIII. PRACTITIONER COMMENTARY

- § 23:38 Legal protection of software in the European union, by Benjamin Kaiser, Esq.
- § 23:39 Patents in Europe, by Otto Steinbusch, Esq.
- § 23:40 Should American Companies Patent Their Pharmaceutical Inventions in China?, by R. Kelly Moore, Esq.
- § 23:41 Patent Issues in Global Supply Chain Management, by John-Paul Fryckman, Associate at Fish and Richardson (San Diego)
- § 23:42 The Odd Couple: an emerging relationship between sovereign wealth funds and private technology companies, by Nina Sugar, Esq.
- § 23:43 PACTE and French Patent Law: Why? And Will It Work?, by Victoire Marqué, Esq.

CHAPTER 24. COUNTERFEIT, INFRINGING AND GRAY MARKET IMPORTS—UNITED STATES SECTION 337 PROCEEDINGS

I. INTRODUCTION

- § 24:1 Technology transfers
- § 24:2 The WTO TRIPs Agreement and Technology Disputes

II. COUNTERFEIT GOODS

- § 24:3 Introduction
- § 24:4 Customs Service seizures
- § 24:5 Section 337 proceedings (intellectual property), patent validity disputes
- § 24:6 Infringement actions
- § 24:7 Criminal prosecutions
- § 24:8 International solutions

III. GRAY MARKET GOODS

- § 24:9 Introduction
- § 24:10 The U.S. customs service position
- § 24:11 Trademark and copyright remedies
- § 24:12 Gray market goods in other jurisdictions

IV. SECTION 337 PROCEEDINGS (NON-INTELLECTUAL PROPERTY)

- § 24:13 Statutory criteria
- § 24:14 Domestic injury
- § 24:15 Proof of a U.S. industry

V. SECTION 337 PROCEDURES

- § 24:16 Complaint and response

- § 24:17 Temporary relief
- § 24:18 Administrative process
- § 24:19 Sanctions
- § 24:20 Settlements

VI. SECTION 337 REMEDIES

- § 24:21 ITC public interest review
- § 24:22 ITC general exclusion and cease and desist orders
- § 24:23 Presidential veto
- § 24:24 ITC opinion letters

VII. SECTION 337 VERSUS FEDERAL COURT REMEDIES

- § 24:25 Concurrent jurisdiction
- § 24:26 Res judicata

CHAPTER 25. INTRODUCTION TO FOREIGN DIRECT INVESTMENT

I. INTRODUCTION

- § 25:1 Why invest abroad?
- § 25:2 The language-of investment barriers—TRIMs

II. WHO GOVERNS FOREIGN INVESTORS?

- § 25:3 Governance by home nations
- § 25:4 Governance by host nations
- § 25:5 Governance by multi-nation organizations and international law

III. WHEN INVESTMENT RESTRICTIONS ARE IMPOSED

- § 25:6 Restrictions upon entry
- § 25:7 Restrictions during operations
- § 25:8 Restrictions upon withdrawal

IV. THE FORM OF INVESTMENT RESTRICTIONS

- § 25:9 Prohibitions and limitations on ownership
- § 25:10 Limitations on acquisitions
- § 25:11 Limitations on management
- § 25:12 Performance requirements
- § 25:13 Limitations on transfer of capital and earnings
- § 25:14 Current trends in enacting and enforcing restrictions

V. REVIEWING PROPOSED FOREIGN INVESTMENT

- § 25:15 The institutions of review

TABLE OF CONTENTS

§ 25:16 The process of review

VI. FOREIGN INVESTMENT RULES UNDER THE NAFTA

§ 25:17 Investment rules

§ 25:18 Dispute resolution

VII. FOREIGN INVESTMENT RULES UNDER THE GATT/WTO

§ 25:19 TRIMs

VIII. FOREIGN INVESTMENT TREATIES

§ 25:20 General

§ 25:21 United States investment treaties

IX. OPERATIONAL CODE—THE WAY THINGS REALLY WORK

§ 25:22 The unwritten law

X. SOME MISCELLANEOUS ASPECTS OF FOREIGN INVESTMENT

§ 25:23 Other forms of foreign investment

§ 25:24 Taxation of foreign investment

XI. APPLICABLE LAW AND DISPUTE RESOLUTION

§ 25:25 The applicable law

§ 25:26 Bilateral investment treaties (BITs)

§ 25:27 International Centre for the Settlement of Investment Disputes (ICSID)

§ 25:28 North American Free Trade Agreement (NAFTA)

§ 25:29 The General Agreement on Tariffs and Trade and World Trade Organization (GATT/WTO)

XII. SAMPLE FOREIGN INVESTMENT AGREEMENTS

§ 25:30 Electricity Plant Project Development (Heads of Agreement)

§ 25:31 Electricity Plant Project Development (MOU)

§ 25:32 Electricity Plant Project Development (Consortium Agreement)

§ 25:33 Mutual confidentiality agreement

§ 25:34 Request for proposal (RFP)

§ 25:35 Professional engagement letter

CHAPTER 26. CHOICE OF STRUCTURE: BRANCH OR SUBSIDIARY

I. INTRODUCTION

§ 26:1 Decision to invest abroad

§ 26:2 Choosing the appropriate form

II. STRUCTURES—THE CHOICES

§ 26:3 Choice of branch or subsidiary

§ 26:4 Choice of form of subsidiary

III. WHO IS LIABLE FOR WHOM? LIABILITY AND RISK CONSIDERATIONS

§ 26:5 Minimizing the risk

§ 26:6 Liability imposed on the foreign entity

§ 26:7 Liability imposed on the parent

§ 26:8 Other substantive law differences

IV. ECONOMIC CONSIDERATIONS

§ 26:9 Introduction

§ 26:10 United States taxation

§ 26:11 Host country taxation

§ 26:12 Financing

§ 26:13 Exchange controls

§ 26:14 Bankruptcy

V. ORGANIZATIONAL CONSIDERATIONS

§ 26:15 Government consent

§ 26:16 Registration

§ 26:17 United States regulation

VI. OPERATIONAL CONSIDERATIONS

§ 26:18 Risk, ownership and control

§ 26:19 Corporate administration

§ 26:20 Labor

§ 26:21 Reports and reserves

§ 26:22 Marketing considerations

VII. TERMINATION OR WITHDRAWAL CONSIDERATIONS

§ 26:23 Branch

§ 26:24 Subsidiary

VIII. CONCLUSIONS

§ 26:25 Factors in the decision

IX. SAMPLE MEXICAN INCORPORATION FORM

§ 26:26 Sample articles for the creation of a Mexican corporation (S.A. de C.V.)

CHAPTER 27. CHOICE OF OWNERSHIP: JOINT VENTURES

I. INTRODUCTION

§ 27:1 Defining the joint venture

II. APPLICABLE LAW

§ 27:2 Host nation law

§ 27:3 Bilateral investment treaties

§ 27:4 Regional Free Trade Agreements

§ 27:5 The General Agreement on Tariffs and Trade and the World Trade Organization (GATT/WTO)

§ 27:6 Recent trends

III. JOINT VENTURE LAWS OF FOREIGN NATIONS

§ 27:7 Introduction

§ 27:8 Nonmarket and developing nations

§ 27:9 Developed nations

IV. GENERAL PATTERN OF JOINT VENTURE LAWS

§ 27:10 Reason for the joint venture law

§ 27:11 Scope of coverage of joint venture laws

§ 27:12 Permitted foreign equity

§ 27:13 Performance requirements

§ 27:14 Additional controls

§ 27:15 Administration of joint venture laws

V. JOINT VENTURE PARTICIPANTS

§ 27:16 Choosing the local partner

§ 27:17 Private partners

§ 27:18 The state as a partner

VI. MAJORITY, MINORITY OR 50-50 PARTICIPATION IN EQUITY AND MANAGEMENT

§ 27:19 Mandates or free choice

§ 27:20 Majority equity and management

§ 27:21 Minority equity but majority control

§ 27:22 Minority equity and control

§ 27:23 50-50 joint venture

VII. THE AGREEMENTS

§ 27:24 Introduction

- § 27:25 Pre-incorporation agreement
- § 27:26 The corporate charter
- § 27:27 The joint venture agreement

VIII. THE JOINT VENTURE AGREEMENT

- § 27:28 Purpose of the joint venture
- § 27:29 Management of the joint venture
- § 27:30 Intellectual property
- § 27:31 Government approval
- § 27:32 Taxes
- § 27:33 Title to real and personal property
- § 27:34 Language
- § 27:35 Duration
- § 27:36 Intended markets
- § 27:37 Applicable law for dispute resolution

IX. SAMPLE JOINT VENTURE AGREEMENTS

- § 27:38 Mining joint venture agreement (Mexico)
- § 27:39 Manufacturing joint venture agreement (Mexico)
- § 27:40 Manufacturing joint venture memorandum of understanding (Mexico)
- § 27:41 Manufacturing joint venture shareholders' agreement (Mexico)
- § 27:42 Sample contract for joint venture using Chinese and foreign investment
- § 27:43 Prime contractor/sub-supplier MOU

CHAPTER 28. INVESTING IN EUROPE

I. INTRODUCTION

- § 28:1 Foreign Investment Law, National Champions

II. THE GROWTH OF EUROPE AS A REGIONAL MARKET AND LEGAL JURISDICTION

- § 28:2 Introduction
- § 28:3 Where to invest in the European Union
- § 28:4 The European Economic Community (1957)
- § 28:5 The European Community (1993)
- § 28:6 The European Free Trade Area (1959)
- § 28:7 Reconciliation of EFTA and the EEC (1973)
- § 28:8 The European Economic Area (1991)
- § 28:9 The Maastricht Treaty on European Union (1993)
- § 28:10 Growth in membership
- § 28:11 The Amsterdam Treaty (1999)
- § 28:12 The Treaty of Nice (2003)

TABLE OF CONTENTS

- § 28:13 The Convention on the Future of Europe and Defeat of its Constitution (2005)
- § 28:14 The Reform Treaty of Lisbon (2009)

III. THE EUROPEAN COMMON MARKET

- § 28:15 Introduction
- § 28:16 A single market
- § 28:17 Company law: European companies
- § 28:18 The EURO—Preparing for the EURO: the European monetary system
- § 28:19 —Admission to the EURO zone
- § 28:20 —European Central Bank
- § 28:21 —Financial bailouts
- § 28:22 —Treaty on Stability, Coordination and Governance (TSCG), ECB Bond Buying
- § 28:23 Free movement of goods
- § 28:24 Article 36 and the problem of nontariff trade barriers
- § 28:25 Intellectual property rights as European trade barriers
- § 28:26 NTBs and the single market
- § 28:27 Product standards and testing
- § 28:28 Freedom to provide and receive services across European borders
- § 28:29 Equal pay and equal treatment (comparable worth)
- § 28:30 Social policy—Occupational safety, the social fund and social charter
- § 28:31 European Union Free Trade Agreements (FTAs), BREXIT

IV. MERGERS AND ACQUISITIONS

- § 28:32 Introduction
- § 28:33 Early law on mergers and acquisitions
- § 28:34 Commission regulation of “mergers and acquisitions: Case examples
- § 28:35 Employee rights in mergers and acquisitions
- § 28:36 Hostile takeovers

V. PRACTITIONER COMMENTARY

- § 28:37 Does the European union need a uniform contract law? by Marion Schuster, Esq. (Germany)
- § 28:38 Could Coronavirus End Schengen? How COVID-19 Is an Existential Threat to the Open Borders of the European Union, by Cassandra Dougherty, Esq.
- § 28:39 The EU’s Carbon Border Adjustment Mechanism: At Odds Against WTO World Trade Policy or the New Standard for Global Climate Policy?, by Alexandra I. Cumberland, Esq.
- § 28:40 Foreign Investment Screening in the EU, by Simon Bonde, Esq.

CHAPTER 29. INVESTING IN THE NAFTA/USMCA AREA

I. INTRODUCTION

- § 29:1 Domestic rules and NAFTA/USMCA rules: two investment frameworks

- § 29:2 Canadian and Mexican perceptions toward foreign investment
- § 29:3 NAFTA 1994 and the development of a common scheme of investment rules

II. THE INVESTMENT LAWS OF CANADA, MEXICO AND THE UNITED STATES

- § 29:4 Overview

III. FOREIGN INVESTMENT IN CANADA

- § 29:5 Investment laws of Canada
- § 29:6 Canadian trade and investment restraints on cultural industries

IV. FOREIGN INVESTMENT IN MEXICO

- § 29:7 Investment laws of Mexico
- § 29:8 1993 Foreign Investments Law of Mexico
- § 29:9 Mexican free trade treaties as an investment incentive

V. FOREIGN INVESTMENT IN THE UNITED STATES

- § 29:10 Overview
- § 29:11 The view from abroad
- § 29:12 Contrasting departmental goals
- § 29:13 The reason for restrictions
- § 29:14 United States as a host nation
- § 29:15 U.S. securities registration and disclosure requirements and exemptions for foreign issuers

VI. EXON-FLORIO/FINSA/FIRRMA REGULATION OF FOREIGN INVESTMENT

- § 29:16 Introduction
- § 29:17 History of CFIUS and evolution of Exon-Florio/FINSA/FIRRMA
- § 29:18 When and how CFIUS reviews proposed foreign investment
- § 29:19 Application of Exon-Florio/FINSA/FIRRMA—Cases
- § 29:20 Defenses to Exon-Florio/FINSA
- § 29:21 Exon-Florio viewed from abroad

VII. INDUSTRY SPECIFIC RESTRICTIONS ON FOREIGN INVESTMENT

- § 29:22 Introduction
- § 29:23 Federal prohibitions of foreign investment
- § 29:24 Federal regulation of foreign investment
- § 29:25 State regulation of foreign investment
- § 29:26 State foreign investment real estate restrictions and disclosure requirements

TABLE OF CONTENTS

- § 29:27 Registration and data collection requirements
- § 29:28 Federal foreign investment real estate disclosure requirements
- § 29:29 Federal foreign investment real estate restrictions

VIII. OPERATIONAL LEVEL RESTRICTIONS

- § 29:30 Introduction
- § 29:31 Labor laws
- § 29:32 Taxation

IX. TERMINATING FOREIGN INVESTMENT

- § 29:33 Cross-border issues

X. CONCLUSIONS

- § 29:34 United States laws comparatively unrestrictive

XI. NAFTA/USMCA RULES

- § 29:35 NAFTA 1994: The Agreement
- § 29:36 NAFTA: Foreign Investment
- § 29:37 The 2019/2020 USMCA Agreement
- § 29:38 USMCA Overview

XII. SAMPLE NAFTA/USMCA FOREIGN INVESTMENT AGREEMENTS

- § 29:39 Sample power of attorney/poder (English/Spanish)
- § 29:40 Maquiladora assembly contracts
- § 29:41 Maquiladora land acquisition
- § 29:42 Typical legal checklist for forming a Mexican corporation to engage in Maquiladora industrial activities

XIII. PRACTITIONER COMMENTARY

- § 29:43 The dance around foreign ownership of U.S. airlines, by Stephen R. Dupourque, Esq.
- § 29:44 Textile Apparel Trade and Labor: The Race to The Bottom from NAFTA to USMCA, by Alyssa Aiello, Esq.

Appendix 29A. 2020 CFIUS Investment Regulations Regarding Critical Technologies

CHAPTER 30. INVESTING IN EMERGING MARKETS

I. INTRODUCTION

- § 30:1 Defining the developing nation
- § 30:2 Defining nonmarket and transition economies

- § 30:3 Developing nations contrasted with nonmarket/transition economies
- § 30:4 Nonmarket economy nations in transition

II. THE PATTERN OF INVESTMENT LAWS IN DEVELOPING NATIONS

- § 30:5 Patterns of foreign investment laws in developing nations
- § 30:6 Investment restrictive laws of the 1970s and early 1980s
- § 30:7 Investment encouraging laws of the late 1980s to the present

III. TRADING WITH DEVELOPING AND NONMARKET/TRANSITION ECONOMY NATIONS

- § 30:8 Introduction
- § 30:9 Tariffs
- § 30:10 Support for East European Democracy Act (SEED)
- § 30:11 Nonmarket economy FTOs or STOs—A dying entity
- § 30:12 Distribution of goods
- § 30:13 Currency issues
- § 30:14 Countertrade
- § 30:15 United States trade laws
- § 30:16 Developing nations and the GATT/WTO

IV. INVESTING IN DEVELOPING AND NONMARKET/TRANSITION ECONOMY NATIONS

- § 30:17 Introduction
- § 30:18 Enforcement and corruption
- § 30:19 Government oversight
- § 30:20 The workforce and expatriate employees
- § 30:21 Credit, banking and currency issues
- § 30:22 Accounting procedures
- § 30:23 Taxation
- § 30:24 Miscellaneous

V. INVESTMENT BY THE USE OF JOINT VENTURES

- § 30:25 Nature of the joint venture—Developing nations
- § 30:26 —Nonmarket economy nations
- § 30:27 Principal characteristics
- § 30:28 Joint venture partners
- § 30:29 Joint ventures in transition

VI. INVESTMENT BY PRIVATIZATION

- § 30:30 Goals of privatization
- § 30:31 Obstacles to privatization

TABLE OF CONTENTS

VII. INVESTMENT BY FRANCHISING

- § 30:32 Franchising in the developing world
- § 30:33 Laws governing franchising
- § 30:34 Nonmarket economy laws tend not to address the franchise

VIII. INSURING INVESTMENTS

- § 30:35 Sources of insurance

IX. CONCLUSIONS

- § 30:36 Causes of change
- § 30:37 Effect of GATT Uruguay Round
- § 30:38 Regional integration

X. PRACTITIONER COMMENTARY

- § 30:39 The merits of special economic zones in India, by Alfred Von Kessler, Esq.
- § 30:40 Who Finished 1st in the KOREU and KORUS FTA regarding the Automobile Industry?, by Daniel Kim, Esq.
- § 30:41 Investments in the Arab Gulf region with focus on the Kingdom of Bahrain, by Elie Yazbeck, Esq. (Lebanon)
- § 30:42 The Regulation of Foreign Investment in the Oil and Gas Industry of Brazil, by Vardan Ramazyan, Esq.
- § 30:43 Chinese Investment in Africa, by Chapman Chan, Esq.
- § 30:44 Dubai, trailblazing for sustainable prosperity, by Gayatri Gupta, Esq.
- § 30:45 The Implications of Arab-Israel Normalizations by Fahad Alquawee, Esq.
- § 30:46 The Principle of Responsibility to Protect: Implementation Perspective in Middle East and North Africa, by Shorouq B. Al-Othman
- § 30:47 Western Sahara: How Is Trade Affected by Unresolved Conflicts That Involve Disputes of Territory?, by Sergio Harim del Pino, Esq. (Spain)

XI. EMERGING MARKET COUNTRY OVERVIEWS

- § 30:48 Investing in Vietnam, by Vu Thi Chau Quynh, Esq. and Dinh Anh Tuyet, Esq.
- § 30:49 Investing in the Philippines, by Justin Shields, Esq., Ernst & Young (San Diego)
- § 30:50 Investing in Malaysia, by Hana Farquhar, Esq.
- § 30:51 Investing in India, by Patrick Kelley, Esq.
- § 30:52 Investing in Indonesia by Patrick Kelley, Esq. (PricewaterhouseCoopers)
- § 30:53 Investing in Thailand, by Justin Shields, Esq. (Ernst & Young, San Diego)

CHAPTER 31. INVESTING IN CHINA AND EAST ASIA

I. OVERVIEW

- § 31:1 The investment climate and new normal of China

- § 31:2 A retreat from and the continuation of state enterprise
- § 31:3 A planned economy
- § 31:4 Cartels, monopolies and competition
- § 31:5 China and the world: from isolation to open doors and beyond
- § 31:6 United States export controls: From trading with an enemy to an ally
- § 31:7 United States—PRC trade and investment disputes
- § 31:8 United States tariffs on PRC goods: the issue of human rights
- § 31:9 Restrictive international trade practices of the PRC prior to WTO membership
- § 31:10 GATT/WTO membership for the PRC
- § 31:11 Made in China 2025
- § 31:12 Rule of Law—Ease of doing business
- § 31:13 Foreign economic contracts of the PRC
- § 31:14 Foreign economic contract law
- § 31:15 Preferential trade and investment zones
- § 31:16 Sector opportunities and the foreign investment climate in the PRC
- § 31:17 Foreign investment guidance: The Catalogue
- § 31:18 Foreign investment options, VIEs
- § 31:19 Equity joint ventures
- § 31:20 Problems at the Chrysler Jeep joint venture
- § 31:21 Wholly foreign owned enterprises
- § 31:22 Contractual joint ventures (partnerships)
- § 31:23 PRC stock companies and class B shares
- § 31:24 Mergers and acquisitions
- § 31:25 Intellectual property under PRC Law
- § 31:26 Technology transfers to the PRC
- § 31:27 Technology piracy in the PRC
- § 31:28 PRC regulation of technology import contracts
- § 31:29 Dispute resolution
- § 31:30 Hong Kong and Macao
- § 31:31 The return of Chinese sovereignty in 1997 and 1999

II. FORMS: SAMPLE CHINA INVESTMENT AGREEMENTS AND DOCUMENTS

- § 31:32 Wholly Foreign-Owned Enterprises (China) Due Diligence Checklist
- § 31:33 Wholly Foreign-Owned Enterprise (China) Due Diligence Report

III. PRACTITIONER COMMENTARY

- § 31:34 E-Commerce and Selling Directly to Chinese Consumers: What Are Your Options and Risks as a Foreign Company, by Ryan Rigney, Esq.
- § 31:35 A Guide to Trademark Protection in the People's Republic of China, by Ana Patricia McMillon, Esq., LLM San Diego, Attorney California and Madrid
- § 31:36 Challenging the CIETAC giant: ICSID, BAC, HKIAC and SIAC as Emerging Arbitration Center Competitors, by Amy J. Song, Esq.

TABLE OF CONTENTS

- § 31:37 China's film censorship program and how Hollywood can enter China's film market, by Tiffany Kwong, Esq.
- § 31:38 Protection against Copyright Infringement and Pirating in the PRC: Microsoft as a Case Study, by Samantha Baldwin, Esq.
- § 31:39 Healthcare and Pharmaceutical Investment in the PRC, by James Grant, Esq.
- § 31:40 China Dispute Resolution 2017, James Zimmerman, Esq.
- § 31:41 Why China Joined the WTO? And What Have Been the Consequences?, by Fahad H. Alsuwailam, Esq. (LLM USD Law School)
- § 31:42 Can Hong Kong Survive as Asia's Financial Hub under the PRC National Security Law?, by Christy Dresch, Esq.
- § 31:43 Overview of investing in South Korea, by Robert Bowen, Esq.

IV. EAST ASIA COUNTRY OVERVIEWS: INVESTING IN JAPAN, SOUTH KOREA AND TAIWAN

- § 31:44 Overview of Investing in Japan, by Patrick Kelley, Esq.
- § 31:45 Overview of Investing in Singapore, by Patrick Kelley, Esq.
- Appendix 31A. Foreign Investment Law of the Peoples Republic of China (adopted Mar. 15, 2019; effective Jan. 1, 2020)
- Appendix 31B. The 2020 Vietnam Investment Law

CHAPTER 32. SPECIAL PROBLEMS: CURRENCY CONTROLS

I. INTRODUCTION

- § 32:1 Regulating possession and access
- § 32:2 Dynamics of controls
- § 32:3 Requirements of international business persons
- § 32:4 Why a currency is controlled
- § 32:5 Variations in controls

II. FORMS OF CURRENCY CONTROLS

- § 32:6 Restrictions on foreigners' access to domestic borrowings, even in local currency
- § 32:7 Restrictions on any access to local borrowing of foreign hard currency holdings
- § 32:8 Restrictions on access to and transfer of local foreign hard currency holdings
- § 32:9 Mandated transfers from abroad into the country to obtain approval of investment projects
- § 32:10 Requirements that a percentage of borrowing of foreign currencies by a resident be deposited locally
- § 32:11 Requirements that the proceeds of sales or services abroad be returned to and deposited in local institutions

- § 32:12 Requirements that earnings of residents in foreign currencies be deposited in domestic accounts
- § 32:13 Requirements that deposits of foreign hard currencies be converted to domestic currency accounts
- § 32:14 Requirements that a foreign investor's demands for hard currency be met by hard currency earnings from exports

III. ACTIONS WHICH AFFECT THE VALUE OF A CURRENCY

- § 32:15 Government intervention in the market by the purchase of its own declining-value currency
- § 32:16 Government linking the currency to another nation's currency
- § 32:17 Government devaluation of its currency
- § 32:18 Government decision that the currency will float freely as opposed to being fixed in relation to another currency (or gold)
- § 32:19 Government adoption of a foreign currency as the nation's official currency

IV. INFLATION AND INDEXATION

- § 32:20 Interrelationship of currency controls
- § 32:21 Business responses to indexation and inflation

V. DUAL OR MULTI-LEVEL EXCHANGE RATES

- § 32:22 The use of dual or multi-level rates
- § 32:23 Business use of different rates

VI. SANCTIONS FOR VIOLATIONS OF CURRENCY CONTROLS

- § 32:24 Breach of contract
- § 32:25 Breach of government rule

VII. REGULATION BY THE INTERNATIONAL MONETARY FUND

- § 32:26 Article VIII, 2(b) and the regulation of exchange contracts
- § 32:27 "Exchange contracts" under Article VIII, 2(b)
- § 32:28 "Involve the currency" under Article VIII, 2(b)
- § 32:29 "Exchange control regulations" under Article VIII, 2(b)
- § 32:30 "Overriding public policy" under Article VIII, 2(b)
- § 32:31 Other issues under Article VIII, 2(b)
- § 32:32 Interpretation and application of the agreement
- § 32:33 Contractual provisions in view of IMF regulations

VIII. EXCHANGE CONTROLS AND THE ACT OF STATE DOCTRINE

- § 32:34 The act of state doctrine as an alternative defense to Article VIII, 2(b) of the IMF agreement
- § 32:35 Act of state applied to exchange controls

TABLE OF CONTENTS

IX. FOREIGN EXCHANGE CONTRACTS

- § 32:36 The operation of a foreign exchange contract
- § 32:37 The foreign exchange market
- § 32:38 Oral exchange contracts
- § 32:39 Settlement and delivery

X. FOREIGN EXCHANGE RISK

- § 32:40 An example of exchange risk
- § 32:41 Lessening the risk
- § 32:42 Currency swaps
- § 32:43 Use of the dollar in trading
- § 32:44 Insuring against the foreign exchange risk

XI. CONCLUSIONS

- § 32:45 Currency versus tariff fluctuations
- § 32:46 Monitoring currency

CHAPTER 33. PROTECTING AGAINST LOSS OF INVESTMENT, OPIC, MIGA

I. INTRODUCTION

- § 33:1 The taking of foreign investment
- § 33:2 Predicting expropriation

II. THE LANGUAGE OF TAKING

- § 33:3 In search of a term
- § 33:4 Intervention
- § 33:5 Nationalization
- § 33:6 Expropriation
- § 33:7 Confiscation

III. AVOIDING OR LESSENING THE RISK

- § 33:8 The usefulness of risk analysis

IV. INSURING THE RISK

- § 33:9 Government insurance
- § 33:10 Private insurance
- § 33:11 Mandatory and optional insurance

V. THE OVERSEAS PRIVATE INVESTMENT CORPORATION (OPIC)

- § 33:12 OPIC—History and structure

- § 33:13 —Investor eligibility
- § 33:14 —Insurance programs
- § 33:15 —Investment insurance terms
- § 33:16 —Eligible investments
- § 33:17 —Claims and dispute settlement
- § 33:18 —Private insurers
- § 33:19 OPIC model documents

VI. THE MULTILATERAL INVESTMENT GUARANTEE AGENCY (MIGA)

- § 33:20 Investment insurance on an international level
- § 33:21 MIGA—Insurance programs
- § 33:22 —Eligible investments
- § 33:23 —Eligible investors
- § 33:24 —Scope of coverage

VII. EXPROPRIATION IN FREE TRADE AGREEMENTS

- § 33:25 Expropriation under the NAFTA

VIII. CONCLUSIONS

- § 33:26 Does insurance lessen the risk?
- § 33:27 Bilateral investment treaties

CHAPTER 34. EXPROPRIATION OF AN INVESTMENT, FOREIGN SOVEREIGN IMMUNITY, ACTS OF STATE

I. INTRODUCTION

- § 34:1 Avoiding the risk of expropriation
- § 34:2 Legal choices following expropriation

II. EXPROPRIATION LAW

- § 34:3 What law applies and what is that law?
- § 34:4 Applying domestic law of the taking nation
- § 34:5 Applying international law
- § 34:6 Investment treaties

III. EXPROPRIATION—PUBLIC PURPOSE

- § 34:7 Public purpose under international law
- § 34:8 Defining public purpose
- § 34:9 Who measures public purpose?

IV. EXPROPRIATION—RETALIATION AND DISCRIMINATION

- § 34:10 Retaliation and discrimination defined

TABLE OF CONTENTS

§ 34:11 Retaliation and discrimination subordinated to compensation

V. EXPROPRIATION—COMPENSATION

- § 34:12 The uncertainty of international law
- § 34:13 Prompt, adequate and effective compensation
- § 34:14 Appropriate compensation
- § 34:15 Fair compensation
- § 34:16 Just compensation
- § 34:17 Restitution as a substitute for compensation
- § 34:18 Mandatory questions under any standard

VI. AFTER EXPROPRIATION

- § 34:19 Exhaustion of local remedies
- § 34:20 Assistance of the government—The “Calvo clause”
- § 34:21 Lump-sum agreements and claims commissions
- § 34:22 Suing in United States courts

VII. FOREIGN SOVEREIGN IMMUNITIES ACT IN EXPROPRIATION CASES

- § 34:23 Introduction
- § 34:24 History and rationale
- § 34:25 The Foreign Sovereign Immunities Act of 1976
- § 34:26 Who is a sovereign?
- § 34:27 Jurisdictional issues
- § 34:28 Exceptions to sovereign immunity—Waiver
- § 34:29 —Commercial activity
- § 34:30 —Violations of international law

VIII. ACT OF STATE IN EXPROPRIATION CASES

- § 34:31 Introduction
- § 34:32 History
- § 34:33 Act of state and the expropriation of property
- § 34:34 Act of state encounters some limits
- § 34:35 Act of state and the separation of powers
- § 34:36 Act of state and some exceptions

CHAPTER 35. INTERNATIONAL BUSINESS LITIGATION

I. INTRODUCTION

- § 35:1 Introduction
- § 35:2 Litigation strategy

II. LOCATION OF THE LITIGATION

- § 35:3 United States
- § 35:4 Foreign nation

III. BEFORE THE TRIAL

- § 35:5 Personal jurisdiction
- § 35:6 Subject matter jurisdiction
- § 35:7 Service of process
- § 35:8 Choice of forum
- § 35:9 Forum non conveniens
- § 35:10 Choice of law
- § 35:11 Anti-suit injunctions

IV. AT THE TRIAL

- § 35:12 Proving foreign law
- § 35:13 Depositions and document discovery abroad

V. AFTER THE TRIAL

- § 35:14 Recognition and enforcement of foreign judgments

VI. HUMAN RIGHTS AND ENVIRONMENTAL BUSINESS LITIGATION

- § 35:15 Alien Tort Claims Act

VII. JURISDICTION AND ENFORCEMENT OF CIVIL AND COMMERCIAL JUDGMENTS IN EUROPE

- § 35:16 Brussels and Lugano Conventions
- § 35:17 —Jurisdiction
- § 35:18 —Party autonomy
- § 35:19 —Recognition and enforcement

CHAPTER 36. INTERNATIONAL COMMERCIAL AND FOREIGN INVESTMENT ARBITRATION

I. INTRODUCTION

- § 36:1 Overview
- § 36:2 Why arbitrate?
- § 36:3 Types of international commercial arbitrations
- § 36:4 Mandatory law
- § 36:5 Arbitration rules and local law: the Swedish example

TABLE OF CONTENTS

- § 36:6 Elements of an agreement to arbitrate
- § 36:7 International Arbitral Rules and Model Laws: UNICITRAL
- § 36:8 International arbitration rules: ICSID
- § 36:9 ICC and LCIA arbitral rules and clauses
- § 36:10 Arbitration of NAFTA investor-state disputes
- § 36:11 Investor claims against states under NAFTA
- § 36:12 Compelling arbitration and enforcement of arbitral awards: the New York Convention
- § 36:13 Arbitration agreements, arbitrators and awards under U.S. Law
- § 36:14 Domain name arbitrations
- § 36:15 Foreign investment arbitrations, bilateral investment treaties

II. PRACTITIONER COMMENTARY

- § 36:16 The U.S.-Mexico Sugar/Sweetener Dispute, by Daniela De La Torre, Esq.
- § 36:17 NAFTA's utility and U.S. hostility: CBP impedes Mexican motor carriers' rights and violates NAFTA, by Annu Grewal, Esq.
- § 36:18 NAFTA: The effect on the auto industry in Mexico, by Robert Rodriguez, Esq.
- § 36:19 Arbitration of the invalidation of Eli Lilly's patents by the Canadian courts under NAFTA Chapter 11 Foreign Investment Rules, by Priti Phukan, Esq.

CHAPTER 37. BUSINESS IMMIGRATION TO THE UNITED STATES

I. INTRODUCTION

- § 37:1 The Immigration Act of 1990
- § 37:2 Categories to be considered
- § 37:3 Legislative updates

II. CITIZENSHIP

- § 37:4 The status of a citizen
- § 37:5 The citizenship option for business
- § 37:6 Is the applicant a citizen?
- § 37:7 The dynamics of citizenship law

III. IMMIGRANT VISAS—GENERAL

- § 37:8 Lawful permanent resident status
- § 37:9 Immigration categories mutually exclusive
- § 37:10 Bars to immigration

IV. EMPLOYMENT BASED IMMIGRATION

- § 37:11 Employment as an immigrant basis

- § 37:12 Labor certification
- § 37:13 Preference categories
- § 37:14 —Priority workers
- § 37:15 —Professionals with advanced degrees and aliens of exceptional ability
- § 37:16 —Skilled workers, professionals and other workers
- § 37:17 —Special immigrants
- § 37:18 —An investment-based classification: The million dollar green card
- § 37:19 Summary

V. FAMILY BASED IMMIGRATION

- § 37:20 Introduction
- § 37:21 Immediate relatives of citizens
- § 37:22 Unmarried sons and daughters of citizens
- § 37:23 Family of lawful permanent residents
- § 37:24 Married sons and daughters of citizens
- § 37:25 Brothers and sisters of citizens
- § 37:26 Derivative beneficiaries
- § 37:27 Summary

VI. DIVERSITY IMMIGRATION

- § 37:28 Introduction
- § 37:29 Permanent diversity
- § 37:30 Summary

VII. NONIMMIGRANT VISAS—GENERAL

- § 37:31 Introduction
- § 37:32 Dual intent

VIII. NONIMMIGRANT VISA CATEGORIES

- § 37:33 Introduction
- § 37:34 Professionals and the H-1 visa
- § 37:35 Multinational employees and the L-1 visa
- § 37:36 Treaty traders, investors and E visas
- § 37:37 Business visitors and the B-1 visa
- § 37:38 Aliens of extraordinary ability and performers (O, P visas)
- § 37:39 Non-professionals (H-2A, H-2B, H-3)
- § 37:40 NAFTA and the TN visa

IX. CONCLUSIONS

- § 37:41 Proper focus in choosing visa category

X. PRACTITIONER COMMENTARY

- § 37:42 Benefits and Faults of EB-5 Visas and Regional Centers, by Edward Lee, Esq.

CHAPTER 38. CONTRACTS AND TAX

I. OVERVIEW

- § 38:1 Introduction
- § 38:2 Drafting tax provisions in contracts
- § 38:3 Pass throughs
- § 38:4 —Qualification of a real estate investment trust (REIT)
- § 38:5 — —Tax protection agreements
- § 38:6 — —S corporations
- § 38:7 — —Tax sharing and tax receivable agreements

II. SAMPLE DOCUMENTS

- § 38:8 Thermo Fisher Scientific Inc. senior notes: gross up or yield protection provisions
- § 38:9 Pfizer/Allergen merger agreement: Tax provisions relating to pre-closing changes in tax law
- § 38:10 Baxter/Baxalta tax matters agreement (relating to Baxter's tax-free spin-off of Baxalta)
- § 38:11 Armor All Products settlement agreement
- § 38:12 British Petroleum Prudhoe Bay royalty trust (formed by affiliates of BP)
- § 38:13 Form of REMIC trust (organized by Federal National Mortgage Association ("Fannie Mae"))
- § 38:14 Empire State Realty Trust, Inc.: charter provisions
- § 38:15 Brookfield (a REIT) acquisition of Rouse Properties (a REIT): "Tax matters" provisions in the merger agreement
- § 38:16 Empire State Realty Trust tax protection agreement
- § 38:17 Rouse Properties and Plaza Camino Real tax protection agreement
- § 38:18 Income tax receivables agreement (tax benefits of net operating losses and basis step-up to a corporation going public)
- § 38:19 Lazard Ltd tax receivable agreement: Benefits to Lazard of a step-up in basis in assets resulting from redemptions and exchanges of interests held by Lazard partners
- § 38:20 Wendy's/Arby's consolidated return group: Tax sharing agreement among members

Table of Cases

Index