

International

International Business

Contacts

Richard D. Gluck | 202.298.1786 | rgluck@gsblaw.com
Sara P. Sandford | 206.816.1464 | ssandford@gsblaw.com

To capably serve international clients, a law firm needs personal relationships, language abilities, cultural understanding and, of course, excellent legal skills. Garvey Schubert Barer brings this unique blend of capabilities to both domestic and foreign clients.

Joint Ventures

When global trade increases, so does the popularity of international joint ventures. Garvey Schubert Barer represents both U.S. and foreign clients interested in forming these ventures. We make sure ventures are structured to take into account tax and antitrust laws. We negotiate both venture and financing terms. In addition, we advise existing joint ventures on legal issues arising from their day-to-day operations.

Start-up Business Counseling

We represent and advise U.S. and foreign interests establishing transnational business relationships with banks, commercial and residential real estate developers, suppliers, manufacturers, wholesalers, retailers and other customers. In addition, we advise them on financial and regulatory requirements for their new business, including federal, state and local tax laws and needed licenses.

E-Commerce and Technology Transfer and Protection

Licenses for patents, know-how and other technologies play a crucial role in the success of many international businesses, as do sales and distribution agreements. Our lawyers draft and negotiate these arrangements for both domestic and foreign clients. In addition, we advise clients on foreign regulations affecting the Internet, privacy and e-commerce, and we assist clients with foreign and domestic trademark registration and licensing.

Antitrust Advice

The U.S. government has become increasingly vigorous in enforcing U.S. antitrust laws in the international business arena. Our antitrust advice enables businesses to evaluate the legal risks associated with aggressive competition and also with cooperation with others in the same industry through the use of joint ventures, distribution systems, and joint purchasing or selling arrangements.

Insuring Against Political and Credit Risks

Businesses operating within the Pacific Rim often insure themselves against political and credit risks. When an apparently insurable event occurs, we help clients analyze the extent the event is covered by a policy and the probable success of making a claim under the policy. We also advise insurance companies, both domestic and foreign, on drafting policy language and creating effective claims management policies.