

Mentor

MEANS BUSINESS

2021 Seminar Series

International Contracts and Agreements - Know Your Party

What you do not know CAN hurt you!

Thursday, September 9, 2021 8:00 AM - Noon

EVENT SUMMARY

International agreements can include representation or distribution contracts, licensing, manufacturing and/or sourcing agreements. Laws and regulations governing those agreements are not always what parties to the contract expect – and the consequences for those misunderstandings can be dire. This hybrid seminar will cover what business managers should be aware of BEFORE they enter into an agreement with an entity located in another country, what remedies are available when something goes wrong, and how to prevent inadvertent violations of US regulations related to forced labor, bribery or new requirements outlined in the USMCA. The seminar will be presented by three legal professionals, each with on-the-ground experience in the Americas, Europe, Latin America and Asia.

WHO SHOULD ATTEND?

This seminar will focus on the practical business aspects of entering into contractual obligations with parties located in other countries. It will be particularly suitable for:

- Exporters and Importers, logistics managers and compliance professionals
- Manufacturers, distributors and service companies doing business with foreign entities
- Companies interested in licensing or sourcing production overseas
- Companies contracting to manufacture foreign products in the US

ON THE AGENDA

- International contractual do's and don'ts specific to the Americas, Europe, Latin America and Asia.
- Potential liabilities related to violations of US regulations, foreign employment and labor laws
- IP and trademark protections
- Supply chain disruptions, force majeure
- Anticompetitive red flags
- Examples for each region

OUR SPEAKERS



Coaraci Nogueira Do Vale

Senior Partner and Managing Partner of the São Paulo office at the law firm Rosman, Penalva, Souza Leão, Franco, Vale, Sao Paulo, Brazil.



Daniel Ujcz

Senior Counsel for International Trade and Transportation at the law firm Thompson Hine LLP, Columbus, OH



Pingshan Li

Partner at the law firm Thompson Hine LLP, Cleveland, OH

FORMAT

Messieurs Ujcz and Li will present in person while Mr. Vale will present remotely from Brazil.

REGISTRATION FEE \$20.00

Breakfast included. Contact Kelly Conrad, Economic Development Administrator at conrad@cityofmentor.com or (440) 974-5740 with any questions regarding this seminar or other needs.



PARADIGM CENTER

Mentor High School
6477 Center Street
Mentor, OH 44060



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ABOUT OUR SPEAKERS



Coaraci Nogueira Do Vale

Senior Partner and Managing Partner of the São Paulo office at the law firm Rosman, Penalva, Souza Leão, Franco, Vale, Sao Paulo, Brazil.

Mr. Vale has broad experience assisting clients in Brazil and the US with legal matters related to representation and distribution agreements, joint ventures formation of Brazilian subsidiaries and virtually all areas of practice. He has spent most of his long career working for subsidiaries of multinational companies in Brazil in the controller's and business development functions, as partner in a business development company and currently represents and advises foreign companies in a variety of industries including health care, auto parts, cosmetics, electrical products, chemical and metal finishing, some of them located in Ohio.



Daniel Ujcz

Senior Counsel for International Trade and Transportation at the law firm Thompson Hine LLP, Columbus, OH

Mr. Ujcz's practice focuses on providing end-to-end counsel across clients' Canada-U.S., North American and global supply chains. His trade counsel includes customs classification and compliance, utilization of preferential trade agreements such as the United States-Mexico-Canada Agreement (USMCA), tariff mitigation and exclusions, procurement issues such as Buy America/Buy American, and anti-dumping/countervailing duty issues. He also advises clients in the negotiating of transportation agreements, managing trusted trader and related security programs, and addressing issues at ports-of-entry. He also previously served in the governments of Canada and the US.



Pingshan Li

Partner at the law firm Thompson Hine LLP, Cleveland, OH

Mr. Li focuses his practice on mergers and acquisitions; cross-border business transactions including international joint ventures; corporate finance; corporate governance and restructuring matters for both private and public companies; public company compliance and reporting; intellectual property matters; international trade and maritime law matters; and complex commercial litigation. He also represents Chinese companies in direct investment and expansion-related matters in North America, as well as U.S. companies doing business in China. Ping previously worked as a claim manager at China Shipowners Mutual Assurance Association in Beijing, where he represented shipowners and P&I clubs in maritime matters in Chinese and U.S. international ports.

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