

*Welcome!*

For three-quarters of a century, Berry Moorman has been providing skilled legal counsel and services to our clients. We represent a broad range of clients in diverse industries and pursuits. Our clients include individuals and businesses of all sizes - from small, one-person and emerging enterprises to large, publicly-held corporations as well as governmental bodies and educational and charitable organizations. In addition to Michigan-based clients, we represent companies and individuals based in diverse geographical areas of the United States and other parts of the world.

Berry Moorman has developed a unique expertise in the field of international trade, commercial transactions and the representation of foreign-based businesses. Drawing on our extensive involvement with organizations committed to developing greater understanding and cooperation among the world's nations, we assist clients through a network of private and governmental relationships. We represent clients in trade missions, investigation of business opportunities, coordination of and compliance with foreign laws and customs, procurement of financial and banking support, and formation of business structures appropriate to international commercial transactions.

Our international practice is furthered by our Firm's language capabilities which currently include:

- Danish
- French
- German
- Norwegian
- Russian
- Spanish
- Swedish
- Ukrainian
- Uzbek



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## **BERRY ♦ MOORMAN**

Professional Corporation

Est. 1926

### **INTERNATIONAL LAW**

### **RUSSIA, UKRAINE & NEWLY INDEPENDENT STATES PROGRAM**



*Committed to Excellence.*

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# BERRY ♦ MOORMAN

## Professional Corporation

Foreign-based businesses have special needs in establishing operations in the U.S. We assist our foreign-based clients in meeting their objectives so they can compete most effectively in the business marketplace. Among other services, we provide assistance in connection with acquisitions, joint ventures, licensing arrangements, the organization of American subsidiaries and immigration matters. We represent clients conducting business in numerous foreign countries and represent a significant number of foreign-based companies in their operations in the U.S. ♦

Among other significant projects, in the past several years, the Firm:

- Worked with clients to obtain trade and project finance with the EBRD, USTDA, US-Exim Bank, and numerous banks in Russia, Ukraine and NIS
- Negotiated supply and finance agreements between a Russian company and Archer-Daniels-Midland, Whirlpool, Grand Metropolitan and Eurobake
- Negotiated acquisition of assets of Russian Tool Manufacturing plant and incentive agreements with St. Petersburg, Russia Government
- Negotiated and drafted distribution agreements for U.S. manufacturer in European Russia and Eastern Russia
- Assisted a U.S. corporation in the establishment of European subsidiaries and in the formation of a joint venture with a European partner
- Negotiated franchise chain to be jointly operated by U.S. and Russian companies in Moscow

The Firm is singularly well-positioned to serve clients interested in doing business in Russia, the Ukraine and the Newly Independent States. Through our affiliated office in St. Petersburg, Russia and our Russian-trained and English speaking lawyers, we have special expertise in representing clients in that region of the world. ♦

Berry Moorman has been active in Russia since 1990, when the Firm began supporting Track II diplomatic initiatives and resolving labor and ethnic disputes in the Soviet Union. The practice grew quickly, culminating with the formation in 1994 of the Firm's Russian-American joint venture law firm, AmRos Partners in St. Petersburg. In 1995, AmRos Partners completed its formal registration with the Russian Ministry of Justice to become the first Russian-American joint venture law firm licensed to do business in the city of St. Petersburg. The St. Petersburg office includes five Russian attorneys with paralegal and support staff, and is located in the city center. In 1998, the Firm expanded its practice to the Ukraine and is currently developing projects in Uzbekistan. ♦

AmRos Partners was formed to anchor the Russian practice and as a platform for serving client needs in Russia, the Ukraine and other Newly Independent States (NIS) of the former Soviet Union. The presence of a senior Russian attorney together with four other graduates of the St. Petersburg University Law Faculty who are all full members of the City Bar Association demonstrates the Firm's belief that client solutions in Russia must be driven by Russian expertise. Yet, to be effective as a Russian-American firm, lawyers from both countries must work as a team. The Firm's U.S. attorneys have a critical role in shepherding Western clients through the Russian market and adding the benefit of their experience to the Firm's handling of sophisticated transactions, commercial disputes and other legal matters. The Firm's objective is to strictly observe local and national customs and norms while striving to apply proven Western methodology and legal, problem-solving strategies to best serve our clients in Russia.

This objective necessitates the involvement of a multinational team of attorneys and business counselors, a capability that is also extremely effective when additional parties from third countries are involved. Presently, two of the Firm's U.S.-based attorneys devote a substantial portion of their time to the Firm's Russia Practice. In this way, the firm's full-range of domestic, international and Russian experience is brought to bear to solve specific problems in Russia and the NIS. ♦



Berry Moorman's Russia, Ukraine and NIS Practice Group of U.S. and Russian professionals provides services for both Russian, Ukrainian and NIS clients doing business domestically or overseas as well as for Western clients doing business in Russia, Ukraine and the NIS. The Firm also assists individuals in immigration and other matters in Russia, Ukraine and the NIS or in the United States. The Firm's approach to providing legal services is deliberately multi-cultural, multi-lingual and international in order to master the challenges faced by our clients. Services provided and representative transactions include:

- Creation of Strategic Alliances
- Corporate Law and Finance
- Privatization of State Owned Entities and Properties and Other Acquisitions
- Regulatory and Tax
- White Collar, Criminal Defense and Litigation in Russian Courts
- Immigration
- Project Management
- Labor and Employment Law