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The International Society of Primerus Law Firms brings together top-rated, independent small to medium size law firms that share a commitment to providing quality service at reasonable fees. Primerus was formed in 1992 in order to restore honor and dignity to the legal profession and to help rebuild the public's trust in lawyers and the judicial system by setting high standards. Primerus has nearly 200 law firms with 3,000 attorneys located in over 40 countries and 130 cities around the world.

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- [Primerus Overview Brochure](#)
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In this newsletter, you'll find interesting articles on free trade agreement rules and contract negotiating tips when doing business in China with perspectives from Primerus members located in these various countries.

I hope you enjoy this publication and welcome your input.

Sincerely,
Chad Sluss

Senior Vice President of Services
International Society of Primerus Law Firms

Changing Times - Free Trade Agreements and Off-Shore Investment into Australia

By: Tony Hogarth, Esq.

*Mullins Lawyers
Brisbane, Australia*

Australia's trade with foreign investors has changed and evolved significantly over the past few decades, from the traditional trade Nations of the United Kingdom, United States and Europe to a stronger focus on Asia. China is now by far Australia's largest trading partner, accounting for nearly a quarter (23.9%) of Australian bilateral trade in terms of goods and services, valued at A\$160 billion. This is followed by Japan taking the lead behind China at second place with (10.8% or A\$72 billion), and then the United States with (8.7% or A\$58 billion). Securing fourth place is Korea with (5.2% or A\$35 billion).

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Cross Border Insolvency - application of UNCITRAL Model Law

By: Selwyn Black, Esq.

*Carroll & O'Dea
Sydney, Australia*



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Australia, the United States of America, Great Britain, the Republic of Korea and Japan are some of the countries which have adopted the UNCITRAL Model Law on cross border insolvency.

The application of that Model Law, and of the substantive insolvency laws affecting the contracting parties, is an often overlooked element in drafting and enforcing agreements. This seems odd, when one remembers that the purpose of an agreement is often to deal with what happens when things go very wrong.

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Pointers and Tips when Negotiating Contracts with Chinese Companies

By: Caroline Berube, Esq.

HJM Asia Law & Co LLC

Guangzhou, China / Singapore, Singapore

China is a country with a rich culture dating back thousands of years. When negotiating contracts with Chinese companies, we should not only pay attention to Chinese laws, but also take note of Chinese culture, environment and language barriers.

This article summarizes the pointers and tips to keep in mind when negotiating contracts with Chinese companies, namely: Company searches and credit checks, undertaking other due diligence, use of contracts, and authorized signatories.

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Applications for Non-traditional Trademarks in Taiwan and the Implementation of Non-traditional Trademark Registration in Japan Starting April 1, 2015

By: Li-Pu Lee, Esq.

Formosan Brothers

Taipei, Taiwan

On April 15, 1997, the Trademark Act was amended to include the non-traditional subject matter of "colors" for a trademark application. On May 28, 2003, the Trademark Act was further amended to include the non-traditional trademarks of "sounds" and "three-dimensional shapes." On June 29, 2011, the Trademark Act was again amended to expand its scope of subject matter to include "any sign with distinctiveness," and listed "motions" and "holograms" as possible forms of trademark.

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Upcoming Primerus Events

January 21, 2016 - Primerus Europe, Middle East & Africa/Association of Corporate Counsel (ACC) Seminar
Madrid, Spain

May 22-24, 2016 - Association of Corporate Counsel (ACC) Europe Annual Meeting

Rome, Italy

**Primerus will be a corporate sponsor*

October 16-19, 2016 - Association of Corporate Counsel (ACC) Annual Meeting

San Francisco, California

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171 Monroe Avenue NW, Suite 750
Grand Rapids, Michigan 49503

800.968.2211 Toll-free Phone

616.458.7099 Fax

www.primerus.com