

## International Practice

Fennemore Craig assists businesses with international commercial transactions, including business formations, acquisitions and sales; joint ventures; and international resources transactions. It provides a unique cross-border trade practice with Mexico out of its Nogales office, that easily handles many large agri-business transactions for substantial Mexican growers with distributorships in the Southwest and in addition, transactions involving major U.S. manufacturers with operations in Mexico, including under the Mexican *maquila* program. The firm assists motor carriers owned by non-residents in establishing both federal and state operating authority for transportation of passengers in the United States and also assists in obtaining operating authority for transportation of international packages under the Mexican Truck Pilot Program.

The firm also provides counsel on international intellectual property, as well as trade and tax, including transfer pricing to facilitate the import and export of goods and international transportation issues. In addition, Fennemore Craig attorneys represent both domestic and international companies on the work authorization issues of foreign national employees.

### International Transactions

Fennemore Craig assists U.S. and foreign companies in structuring their international transactions to minimize tax consequences while maximizing legal protection. Experience includes the sale of a Mexican cement company to a foreign firm, the completion of legal arrangements for a major mining project in Mexico for a Fortune 500 company, and assisting in the sale of a U.S. silicon plant to a Japanese corporation. Fennemore Craig attorneys regularly assist Mexican firms establish operations in the United States and has bilingual attorneys who can facilitate U.S. companies working with counsel in Mexico and the rest of Latin America on commercial transactions, real estate development and other real estate projects and to establish manufacturing operations in Mexico.

### Intellectual Property

Fennemore Craig counsels clients on internet and e-commerce issues; protection and licensing of patents, copyrights, trademarks, and trade secrets; and branding strategies in an international setting. Clients include a range of domestic and international businesses from internet start-ups to large multi-nationals, in industries ranging from computer software and hardware to pharmaceuticals, toys, games, optics, electronics and agriculture.

### International Trade and Tax

Fennemore Craig attorneys have substantial experience in international trade and tax issues and international tax treaties. Our Nogales, Arizona office works with a large number of companies on both sides of the border in support of trade, including under the North American Free Trade Agreement. In addition, we work with clients on transfer pricing, which is critical to any business operating in more than one country which has intercompany transactions involving the exchange of goods or services. Our managing partner in the Nogales office is also a certified public accountant and is knowledgeable of the U.S. transfer pricing regulations covered by Section 482 of the Internal Revenue Code.

### Natural Resources Transactions

Fennemore Craig attorneys arrange joint ventures and a variety of international resource transactions, such as the sale of natural resource properties and negotiating major mineral projects in Mexico and South America. Further, our attorneys handle various securities and commercial issues linked to natural resources transactions abroad.

### Immigration

The firm's Immigration practice represents both domestic and international companies on the work authorization issues of foreign national employees. Fennemore Craig's commitment to immigration legal services reflects the growing demands from employers for result-oriented assistance in recruiting highly qualified workers worldwide for specialized fields, such as health care and the tech sector.

## International Practice Group

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