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Doing Business with & in the European Union
 Sept. 10 & 11, 2009 • Three First Nat'l Plaza • Chicago, IL

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Sept. 10 & 11, 2009
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Doing Business with *and* in the European Union

SEPT. 10 & 11, 2009 ♦ THREE FIRST NAT'L PLAZA ♦ CHICAGO, IL

Don't Miss This Conference!

Businesspersons - and their professional advisors - contemplating transactions with, and in, the European Union should attend this conference. Investment bankers, lawyers, accountants, economic development professionals and government trade officials will all benefit from the practical advice given in this conference.

This seminar distinguishes itself by not only presenting experienced professionals in international transactions, but also EU and USA government officials responsible for facilitating trade and investment.

Who Should Attend:

- Attorneys
- Government Trade Officials
- Economic Development Professionals
- Investment Bankers
- Venture Capitalists
- Accountants

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CONFERENCE
SCHEDULE
INSIDE





Doing Business with and in the European Union

Thursday, September 10, 2009

- 8:30 Introduction and Overview**
Charles R. Bernardini, Program Co-Chair
Ungaretti & Harris LLP
Thomas H. Thorelli, Program Co-Chair
Thorelli & Associates

- 8:45 Keynote Presentation: Projections for the EU Economy and its Impact on U.S.-Italy Trade**
Adolfo Laurenti, Deputy Chief Economist
Mesiron Financial

- 9:15 Investing and Doing Business in the EU**
Establishing or Acquiring a Business in the EU;
Tax and Corporate Planning; EU Competition Law
Jean-Paul Burnier
Fortem Avocats, France
Frank J. Emmons, CPA
Ungaretti & Harris LLP
Roberto Marinoni, Senior Ptnr.
Studio Legale Edoardo Ricci & Associati, Milan, Italy
Jonas Vikbladh
Advokatfirman Delphi; Malmo, Sweden

10:45 Break

- 11:00 Investing in the U.S. by European Companies: Incentives for Investment**
City, State and County Incentives; "But For" Test Criteria; Negotiation Tips; IFRS: Financial Reporting of U.S. Subsidiaries of European Companies
Charles R. Bernardini
Ungaretti & Harris LLP
Ivan Gittardi, CPA, Sr. Mgr.
Funaro & Company PC, New York, NY
Christopher B. Sala
Illinois Dept. of Commerce and Economic Opportunity

12:30 Lunch (on your own)

- 1:30 Importing and Distributing EU Products**
Sector Opportunities, Cultural Differences in Deal Making, Distribution Agreements
Dr. Pasquale Bova, Trade Commissioner (Inv.)
Italian Trade Commission
W. David Braun
Drinker Biddle & Reath LLP;
Chairman of the Bd., German-American Chamber of Commerce
Claudine Haeni, Trade Commissioner
Swiss Business Hub USA
Georges Ucko, Deputy Trade Commissioner,
Dir., Transp. & Infrastructure
French Trade Commission

3:00 Break

- 3:15 Regulatory and Legal Issues in Importing from and Exporting to the EU**
FDA, Labeling, Distribution Agreements, Customs; IP Protection; Negotiating with Americans; Work Visas; Structuring Importing Deals
Eric F. Greenberg
Eric F. Greenberg PC
Thomas M. Keating
Hodes Keating & Pilon
Thomas H. Thorelli
Thorelli & Associates

- 4:45 Questions and Answers**
Members of the Faculty

5:00 Adjourn

Friday, September 11, 2009

- 9:00 Introduction and Overview**
Program Co-Chairs
- 9:15 Unfair Import Practices: Effective Strategies for Managing U.S. International Trade Commission Section 337 Investigations**
Counseling and Managing "Section 337" Cases and Antidumping; Collaboration Between Company Counsel and D.C. Counsel
V. James Adduci, II
Adduci Mastriani & Schaumberg LLP, Washington, DC
- 10:15 Transfer Pricing Principles**
Why You Should Think About This in Advance: Double Taxation and the Current Environment; Key Principles; Planning; Transfer Pricing and Import Customs Duties
Rodney J. Lawrence, Principal-in-Charge,
Midwest Int'l Tax Corporate Services
KPMG LLP

10:45 Break

- 11:00 Trade Issues and Barriers in EU-US Trade**
EU Barriers
Paolo Ceresa, Trade Manager
American Chamber of Commerce in Italy, Milan
(affiliate of the U.S. Chamber of Commerce)
Robin F. Mugford, Int'l. Trade Specialist
U.S. Department of Commerce, Export Assistance Center
Christopher S. Wilson, Asst. USTR, Eur./Mdl. East
Office of U.S. Trade Representative, Washington, DC

- 12:30 Questions and Answers**
Members of the Faculty

12:45 Adjourn



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Doing Business with and in the European Union

Charles R. Bernardini, Program Co-Chair, an equity partner in the Government and Corporate groups at Ungaretti & Harris LLP, focuses on assisting clients with city, county and state government matters

Thomas H. Thorelli, Program Co-Chair, founder of Thorelli & Associates, has assisted over 1,000 foreign companies in minimizing legal risk in the U.S. He is President of the Swedish American Chamber of Commerce.

Adolfo Laurenti, Keynote Speaker, Deputy Chief Economist for Mesirow Financial, works alongside Chief Economist Diane Swonk to develop ongoing economic research and commentary. He previously was an associate economist at LaSalle Bank.

V. James Adduci, II, a member of Adduci Mastriani & Schaumberg LLP in Washington, DC, previously served as legal counsel with the U.S. International Trade Commission, where he dealt with all matters within the Commission's jurisdiction.

Dr. Pasquale Bova is Trade Commissioner with the Chicago office of the Italian Trade Commission, the Italian government agency entrusted with promotion of trade, business opportunities and industrial cooperation between Italian and foreign companies.

W. David Braun, a partner with Drinker Biddle Reath LLP, is a member of the Corporate and Securities Practice Group's International Team. His practice focuses on U.S. and foreign corporate, licensing and antitrust law.

Jean-Paul Burnier is owner of Fortem Avocats, a legal services firm in the Lyon area of France.

Paolo Ceresa is Trade Manager at the American Chamber of Commerce in Italy, located in Milan, Italy. His current position involves management of all operating activities, including economic analysis trends and forecasts on investments and trade between USA and Italy.

Frank J. Emmons, CPA, is a partner with Ungaretti & Harris LLP and Chair of the firm's tax group. He focuses his practice on corporate transactions and federal, state and local taxation. He previously worked for seven years as a trial attorney for the Office of Chief Counsel for the Internal Revenue Service.

Ivan Gittardi, CPA, is a Senior Manager at the New York office of Funaro & Company PC. He has broad experience in

international accounting, auditing, financial management and tax, and has specialized in foreign investments in the U.S.

Eric F. Greenberg, founder of Eric F. Greenberg PC, has been practicing food and drug law, packaging law, and commercial litigation for over 20 years. His focus on packaging law has made him a worldwide authority in the field.

Claudine Haeni is a Trade Commissioner with the Chicago office of Swiss Business Hub USA, which offers small and medium-sized enterprises from Switzerland specific services for developing business relations in the USA.

Thomas M. Keating, a member of Hodes Keating & Pilon, concentrates on customs, international trade and other laws affecting the importation or exportation of merchandise.

Rodney J. Lawrence is the Principal-in-Charge of the Midwest International Corporate Services practice with KPMG LLP. He has practiced in this field globally since 1987 and is a member of the firm's Global International Corporate Tax Practice.

Roberto Marinoni is a Senior Partner with Studio Legale Edoardo Ricci & Associati in Milano, Italy, a boutique law firm that specializes in commercial contracts, company and bankruptcy law, labor law and torts law.

Robin F. Mugford is an International Trade Specialist with the U.S. Department of Commerce, Export Assistance Center in Illinois. She assists companies with many of their export needs, from finding distributors to answering customs-related questions.

Christopher B. Sala is Assisting Managing Director, Office of Trade & Investment, Illinois Department of Commerce and Economic Opportunity. Previously, he worked in the financial services industry for 12 years.

Georges Ucko is the Deputy Trade Commissioner and Director of Transportation & Infrastructure with the Chicago office of the French Trade Commission.

Jonas Vikbladh is a partner with the law firm of Delphi in Malmo, Sweden. His practice focuses on corporate law, dispute resolution, mergers and acquisitions, and trade and distribution.

Christopher S. Wilson is Assistant United States Trade Representative in the Office of Europe and the Middle East at the Office of the United States Trade Representative in Washington, DC.

CONFERENCE INFORMATION

Registration: Please mail or email your registration as soon as possible since enrollment is limited, or you may also register with a credit card via email, online, fax or phone. Walk-in registrations will be accepted subject to space availability. Please call THE SEMINAR GROUP at (206) 463-4400 or (toll free) (800) 574-4852 or fax to (866) 435-3444 or email: info@TheSeminarGroup.net

Tuition: The tuition fee includes attendance at all sessions, coffee breaks, and all course materials. *Full Tuition:* \$695 per person; Special Government rate: \$595 per person; New Associate/Paralegal rate: \$460 per person. Student rate: \$397. Make checks payable to: THE SEMINAR GROUP.

Save When Two or More Register: Save \$50 each off of the *Full Tuition fee only* when two or more register from the same organization at the same time. Multiple discounts do not apply.

Course Accreditation: This course is approved by the MCLE Board of the Supreme Court of Illinois for 9.0 general CLE credits. For information or accreditation in other states, please call THE SEMINAR GROUP at (206) 463-4400 or (800) 574-4852.

Substitution/Cancellation: You may substitute another person at any time. We will refund tuition, **less a \$50 cancellation charge**, if we receive your cancellation by **Friday, September 4th, 2009**. *No refunds will be given after this date.* For more information regarding administrative policies such as complaint and refund, please contact our office at (206) 463-4400 or (800) 574-4852.

Course Materials: Each participant will receive a set of course materials, prepared by the speakers especially for this conference, which will be invaluable as a future reference. The course materials alone are available for \$150 which includes shipping and handling.

Homestudy Package: Our complete Homestudy Course, consisting of a full DVD or Audio CD and the Course Materials, is available for \$705. This package may qualify for self-study credit.

Seminar Location: The seminar will be held at Three First National Plaza, 70 West Madison, Suite 450, Chicago, Illinois (312) 419-2700. Please call the hotel for directions/questions. A block of sleep rooms has been reserved until 6/4/09 at the Hotel Burnham, One W. Washington, Chicago, IL. Please call (877) 294-9712 and mention The Seminar Group function.