

## Gray Reed & McGraw Hosts a Seminar on International Agency & Distribution: Focus on Latin America

Association of Corporate Counsel - Houston Abogados Corporativos  
September 30, 2009

On September 30, 2009, Aaron Ball and Paula Galahardo presented a seminar on "International Agency & Distribution: Focus on Latin America" to the Association of Corporate Counsel - Houston Abogados Corporativos.

Latin America has just experienced six years of the highest GDP growth it's had in more than 40 years. The recent downturn demonstrates, however, that the Latin American nations' economic performance has not been completely decoupled from developed economies. Nonetheless, the process of economic reform undertaken in Latin America has been extremely worthwhile. As a result, some Latin American countries will be among the first to rebound from the downturn and are the subject of keen interest for investment and increased domestic consumption. As more countries move into the Latin American economy one of their first steps is to develop a local presence in the form of an agent or distributor.

Aaron Ball and Paula Galhardo of Gray Reed & McGraw's Latin America Projects Group will provide a general review of the many fields that most directly affect distribution: Foreign Corrupt Practices Act; dealer contracts; relations and termination; and others.

The Latin America Projects Group brings together lawyers with wide-ranging experience representing U.S. and international clients who do business in Latin America, as well as advising Latin American clients on their business ventures in the United States.