

Forging Business Relations with Canada

Canadian Legal Issues

Richard J. Day & Ronald S. Kareken

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International Resource Group, Inc.

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HISCOCK & BARGLAY

Canadian Legal Issues

- **Legal environment**
- **Trading of goods and services**
- **Organizational options**
- **Technology and information transfers**
- **Financial transactions/issues**
- **Dispute resolution**

Legal Environment

- **Canadian legal system**
- **Language and choice of law/lawyers**

Trading of Goods and Services

- **U.N. Convention on International Sales of Goods**
- **Buyer/seller obligations**
- **Import/export agents (w/ or w/o authority)**
- **Sales agents (independent or employee)**
- **Distributorships (exclusive or non-exclusive)**
- **Gray market**
- **Boycotts/corrupt practices/export controls**

Organizational Options

- **Employed Sales Rep**
- **Branch**
- **Subsidiary**
- **Joint Venture**

Technology/Information Transfers

- **Confidentiality**
- **Intellectual Property**
- **Licensing**
- **Franchising**
- **Joint Ventures**

Financial Transactions/Issues

- **Transfer pricing**
- **Financing methods**
- **Offshore banking**
- **Foreign exchange/Currency controls**
- **Tax consequences**

Dispute Resolution

- **Choice of forum**
- **Cooperation**
- **Mediation**
- **Arbitration**
- **Litigation**
- **Enforcement of judgments**