

## Miller Canfield Announces May's International Business Briefing Series Co-Sponsored by Automation Alley's International Business Center

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May 3, 2006

To help businesses overcome significant challenges in today's competitive global marketplace, international business attorneys from Miller Canfield will present a series of international business briefings in May in partnership with Automation Alley's International Business Center.

### **"Export Controls of the U.S. Government: Scope and Legal Challenges"**

**Tuesday, May 16, from 7:30 a.m. to 9:00 a.m.**

**Automation Alley/IBC headquarters (2675 Bellingham, Troy)**

**Free of charge.**

**Registration required to Sandy Bera at [bera@millercanfield.com](mailto:bera@millercanfield.com) or 248/267-3345**

U.S. exporters, including engineering and design firms, manufacturers and distributors, wanting to enhance their competitive position and avoid costly exporting mistakes should attend to get the most recent changes in export control regulations and policies that may affect them in 2006.

Andrew Doornaert, an international trade attorney and a licensed U.S. Customs broker at Miller Canfield, will discuss what constitutes an export, the deemed export rule, transactions prohibited by the Office of Foreign Assets Control, anti-boycott laws and how to limit your company's liability through an export compliance program.

"The area of export controls is complicated and ever-changing, while the government has increased enforcement when it suspects non-compliance," said Doornaert. "Even an innocent email sent in haste to meet a deadline could create exposure for a company. Stiff fines, criminal penalties or loss of export privileges can inflict long-term damage to any organization."

### **"Strategies in Acquiring Distressed Companies in Michigan"**

**Friday, May 19, from 7:30 a.m. to 10:00 a.m.**

**Somerset Inn (2601 W. Big Beaver Rd., Troy)**

**\$150 per person includes continental breakfast**

**Registration required to Sandy Bera at [bera@millercanfield.com](mailto:bera@millercanfield.com) or 248/267-3345**

Strategic and financial buyers looking at new growth opportunities in Michigan, particularly to acquire financially distressed automotive businesses in Michigan, will not want to miss this briefing. Learn acquisition strategies developed and successfully used by Miller Canfield to help clients gain global competitive advantages in acquiring business operations in Section 363 sales, stock sales or other dispositions.

This briefing assembles a diverse group of Miller Canfield attorneys and business counselors, as well as local economic development leaders: Richard Walawender, specializing in mergers & acquisitions, international business and director of the firm's Automotive Group; Jim Lancaster, specializing in economic development issues and former general counsel for the Michigan Economic Development Corporation (MEDC); Lynn Gandhi, CPA, speaking on state, local tax and

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other incentives, and Anna Maiuri, environmental attorney.

Topics such as structuring purchase agreements, obtaining tax incentives, Michigan's unique environmental assessment requirements and dealing with unions will also be discussed.

The 350-attorney law firm of Miller, Canfield, Paddock and Stone, P.L.C. was established in Detroit in 1852 and has offices in Ann Arbor, Detroit, Grand Rapids, Howell, Kalamazoo, Lansing, Monroe, Saginaw, and Troy, Michigan. Other offices are located in New York City, Naples and Pensacola, Florida, Windsor, Ontario, and in Gdynia, Warsaw, and Wroclaw, Poland.

The Automation Alley International Business Center opens the doors to international opportunities for Automation Alley companies and attracts national and international businesses to Southeast Michigan. The IBC helps prepare and assist small and mid-sized companies in selling their products and services abroad, organizes and sponsors trade missions, and provides business assistance for companies interested in locating in Southeast Michigan.