

# **TAGLaw Annual Report 2002**



**TAGLaw Growth**

**The Network in Action**

*Success Stories/Specialty Groups*

**Conferences & Collaboration**

**TAGLaw Seeks the Sun / 2003 Outlook**

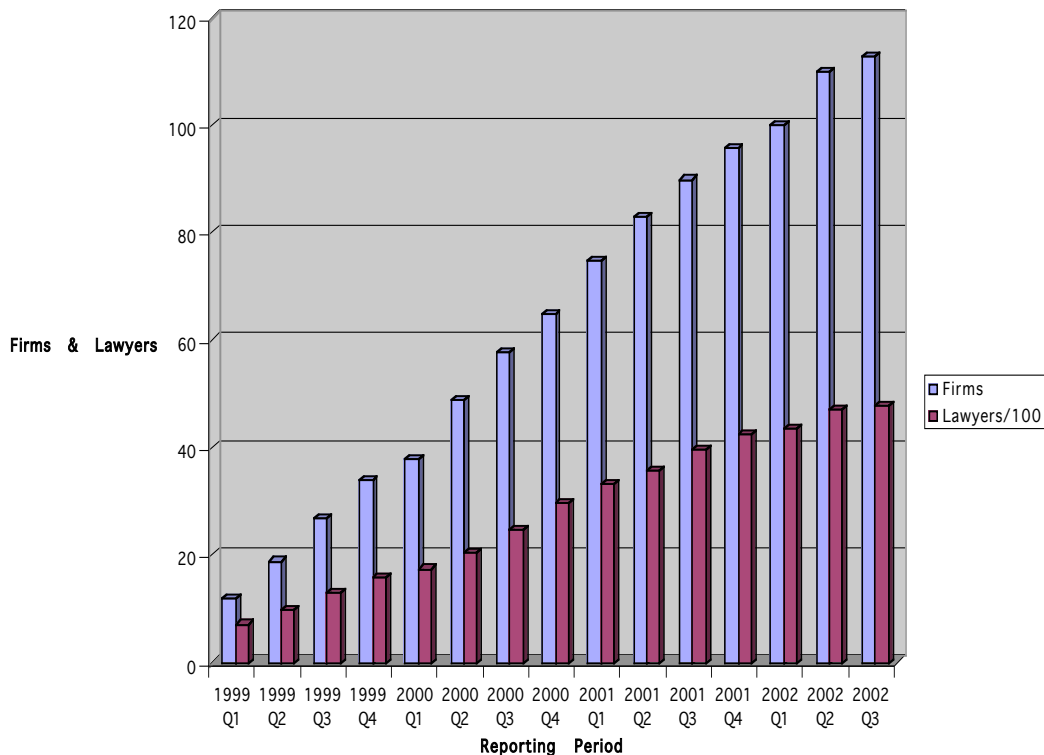
**Advisory Board/Specialty Group Chairs**

## TAGLaw Growth

While 2002 was a challenging year for many of the world's economies, TAGLaw continued to grow steadily in terms of numbers of members as well as quality and efficiency. During 2002, twenty-five new firms joined the network, bringing the total to 117 in more than 60 countries and over 4700 lawyers. Firms joined from countries as far North as Latvia, as far East as the Philippines, to Kenya in the South and British Columbia in the West.

<b>Regional Membership</b>	<b><u>Number of firms</u></b>
Africa/Middle East	6
Asia Pacific	11
Europe	41
Latin America & Caribbean	18
North America	41

**Tracking TAGLaw's Growth**



New Members in 2002 came from the following jurisdictions: *Bermuda, British Columbia, Ecuador, Egypt, Estonia, Germany, Honduras, Idaho, Indonesia, Kenya, Latvia, Louisiana, New Mexico, Nigeria, Ohio, Pakistan, Philippines, Puerto Rico, Romania, Russia, Sri Lanka, Switzerland, Toronto, Turkey, Wisconsin*

## The Network in Action

### Success Stories

We thought it would be interesting to share a few brief examples of how the network has benefited firms in every region of the world. From the reports we receive, it is clear that member firms that attend conferences and regional meetings get the most value from TAGLaw membership.

#### *Africa & Middle East*

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Ibrachy & Dermarkar, our Egyptian firm, had a number of matters this year for its clients that benefited by input from the network. They were pleased to receive swift, courteous, and helpful responses that reflected well with their clients. They also tapped the network for SFPs or comparative case law from other jurisdictions and received very quick responses that have, in most cases, been quite detailed. On one occasion, the firm needed a standard form ghost writer agreement. Within 48 hours of sending an inquiry to the members Ibrachy & Dermarkar received no less than six different models. Recently, the firm tapped into the network for comparative international experiences in anti-dumping and received numerous answers within a week, with cases attached.

#### *Asia Pacific*

#### *Europe*

An important referral by Dublin TAGLaw member, LK Shields, to French member, Triplet & Associés, brought a new dynamic TAGLink between Ireland and France. The initial referral related to a high-level property acquisition on the French Riviera by the CEO of one of LK Shields' major clients. The matter was handled swiftly and efficiently by Triplet & Associés, indeed two partners from the French firm dashed to Dublin at short notice in order to ensure that the Franco-Irish tax questions were dealt with in an appropriate and timely manner. Both firms were so satisfied with this two-way cooperation that LK Shields and Triplet organized a joint seminar in Dublin on January 22, 2003 at which two Triplet lawyers will speak on the "do's and don'ts" for Irish residents wishing to purchase residential property in France. The seminar will include information on French conveyancing, inheritance and tax law. A reciprocal match is planned at a later date when the Irish firm will give a presentation in Paris on certain aspects of Irish corporate law.

### *Latin America*

One of this year's most aggressive collaborative efforts was undertaken by seven of TAGLaw's Central American Firms. Ramon Ricardo Arias and Diego Herrera of TAGLaw's Panamanian law firm, Galindo, Arias & Lopez led 10 law firms, including TAGLaw firms from Colombia, Costa Rica, Guatemala, El Salvador, Honduras and Mexico in a bank acquisition. In June, Banco Continental de Panamá, Panama's third largest private bank, acquired 100 percent of the shares of a Swiss-German International Bank. At the end of the transaction, Banco Continental de Panamá had US\$1.9 billion in assets. The project was on an extremely tight time schedule with only a one week window in which to perform all the due diligence in each country. While Galindo, Arias & Lopez had worked with TAGLaw firm's on a more isolated basis, this was the first time they had tried something so bold and were relieved to see the quality of the work. The client was amazed and has already begun using TAGLaw members as they expand.

### *North America*

Jay Rogers considering contribution

### *Specialty Groups*

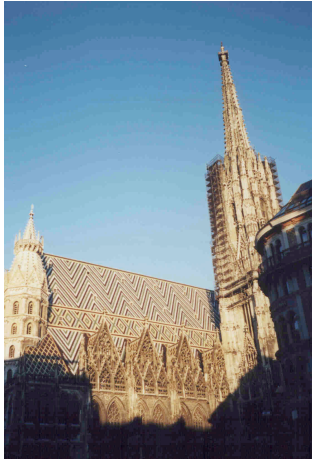
Lawyers in Specialty Groups	595	
<b>Membership by Group</b>	<b>Lawyers</b>	<b>Firms</b>
Competition and European Law	39	26
Construction and Real Estate Law	83	38
Corporate Law and Mergers & Acquisitions	116	50
Employment and Labor Law	72	46
Environmental Law	38	26
Financial Services	48	22
Firm and Practice Management	28	22
Health Law	22	13
Immigration Law	26	19
Insolvency and Secured Transactions Law	51	33
Insurance Law	25	19
Intellectual Property and Information Technology	111	44
Litigation and Alternative Dispute Resolution	123	44



## Conferences & Collaboration

### International Conferences

Each of the two international TAGLaw conferences held in 2002 were well attended and revealed the growth of the network. The Spring Conference in Seattle, Washington was a great success with 114 attendees and 20 companions. Roger Myklebust and the team from Ryan Swanson played an important role in helping the conference succeed. Martin Preslmayr and Preslmayr & Partners were excellent hosts for the Fall Conference in historic Vienna, Austria which attracted 118 members and 39 companions. This conference will likely be remembered best for the stunning Thursday evening dinner at the Museum of Natural History.



*Photo of Stephansplatz, in Vienna, Austria - courtesy of George Hirsch, Bressler, Amery & Ross*

The conference model of educational and management topics, networking time, Specialty Group sessions and lively evening entertainment continues to work well, but a few modifications have been planned for the conferences in 2003.

More time will be allotted for networking, there will also be an increased emphasis on management and broad-interest topics, an increase in the time spent in smaller groups and no vendor pitches. These changes come in response to feedback from members so please keep the suggestions coming. Member comments and ideas have brought about these changes and continue to factor heavily into how the conferences are run.

The conference locations for 2003 are Orlando, Florida in the Spring and London in October. Excellent accommodations have been selected and the agendas and accompanying events are beginning to take shape.

### Regional Meetings

Many TAGLaw members have found regional meetings to be a useful way of maximizing their investments in TAGLaw. The goal of these meetings has been to focus on how each TAGLaw member firm can generate and improve business in their immediate geographical area.

*Central America* – A regional conference was held this November in Miami, Florida hosted by Berger Singerman. General Counsel from distinguished regional businesses addressed the group with ideas on attracting business development opportunities and trade issues among the countries.

*Midwest* – Spencer Fane Britt & Browne hosted a successful regional conference in July for the Midwest region. Over 30 attorneys from five different firms attended the conference and gained momentum toward further collaboration in their region.

*Southeast* – The Southeast Region of the United States met twice in 2002 to discuss potential areas for collaboration in TAGLaw. The first meeting was at the invitation of XX in XX, and then in Alabama hosted by Haskell, Slaughter, Young & Rediker. This region was the first to set up a schedule for regular collaboration.

*Western* – TAGLaw Members in the Mountain West and West Coast of the U.S. put together their first ever regional conference this fall in Los Angeles under the direction of Mitchell Silberberg & Knupp

and raced right to business, discovering nearly a half dozen specific specialties where the firms could begin immediate collaboration.

## TAGLaw Seeks the Sun

In the heat of the Florida summer The Appleton Group moved offices and families from Massachusetts and New York to St. Petersburg, Florida. The move took place at the end of the school year and well before the Fall Conference to minimize impact on members AND we kept email and mobile phones on constant alert during the three-day journey to southern climes.

We are now settled in temporary offices on the seventh floor of the SouthTrust Bank Building and will move to permanent space on the same floor after the completion of some construction. We look forward to members visiting us so we can share the view of St. Petersburg and Tampa Bay.

August saw Cameron Fuller move with his family from New York to join the team in Florida as Director of Member Services. Many of you met Cameron in Vienna and shared our enthusiasm for his new role. As well as recruiting members in Europe, Latin America, Africa and the Middle East, Cameron will assume responsibility, in 2003, for helping some of the Specialty Groups meet their goals.



<http://www.stpete.org/broadvinoy.htm>

Ken continues, in a part-time capacity, to provide invaluable help with recruiting new members in North America and Asia Pacific and will also support a number of the Specialty Groups to increase their support of specific practice areas.

The new TAGLaw web site went live on April 19. Aside from a cleaner feel, the site provides easier and faster access to the information members need most often. Other technology enhancements were made in 2002, including improved security systems and protocol to protect TAGLaw group e-mail lists. TAGLaw continued to create brochures and directories for member use, brochures can be purchased anytime (at a very reasonable price) and the directories are free for the asking.

## 2003 Outlook

### *Growth*

We expect to continue growth in 2003 albeit at a slower pace. Our goal is to be at 130+ firms in more than 75 countries by the end of the year. Membership Fees will remain the same in 2003 and the prices for the meetings in Orlando and London should be comparable to recent conferences.

While we enter the New Year with plans to keep the network growing by adding quality firms, the TAGLaw staff will also continue to remain focused on providing responsive service and meeting members' needs in a professional manner.

As in the past, member feedback and suggestions will be the most valuable method of determining how to best run TAGLaw. We look forward to a successful year for TAGLaw and hope the same for your individual firms.





## Advisory Board/Specialty Group Chairs

### Advisory Board

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Peter Appleton Jones	<i>The Appleton Group, Inc.</i>
Michael Maine	<i>Baker &amp; Daniels</i>
Roger Myklebust	<i>Ryan, Swanson &amp; Cleveland</i>
Martin Preslmayr	<i>Preslmayr &amp; Partners</i>
Christopher Putt	<i>Boodle Hatfield</i>
Gustavo J. Reyna	<i>d'Empaire Reyna Bermúdez &amp; Abogados</i>
Robert Sattin	<i>Reid &amp; Riege</i>
Michael Sippitt	<i>Clarks Solicitors</i>
Bruce Smith	<i>Paull &amp; Williamsons Solicitors</i>
John Velenturf	<i>Rassers Advocaten En Notarissen</i>

### Specialty Group Co-Chairs

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Competition and European Law -	Ursula O'Dwyer, <i>Renouf &amp; Co</i> ; John Jennings, <i>Spencer Fane Britt &amp; Browne</i>
Construction and Real Estate Law -	David Rintoul, <i>Clarks Solicitors</i> Roger Myklebust, <i>Ryan Swanson &amp; Cleveland</i>
Corporate Law and Mergers & Acquisitions -	Alexander Lourie, <i>Barack Ferrazzano Kirschbaum Perlman &amp; Nagelberg</i> Philip Jenkinson, <i>Triplet &amp; Associés</i>
Employment and Labor Law -	Michael Maine, <i>Baker &amp; Daniels</i> Russell Brimelow, <i>Boodle Hatfield</i>
Environmental Law -	Simon Thorne, <i>Clarks Solicitors</i> Randy Lutz, <i>Hodes, Ulman, Pessin &amp; Katz</i>
Financial Services -	Gonzalo Delaveau, <i>Guerrero, Olivos, Novoa y Errázuriz</i>
Firm and Practice Management -	Harvey Feuerstein, <i>Herrick, Feinstein</i> Eduardo Zuleta, <i>Zuleta Garrido Suarez Araque &amp; Jaramillo Abogados</i>
Health Law -	Paula Sanders, <i>Wolf, Block, Schorr and Solis-Cohen</i>
Immigration Law -	Joel Paget, <i>Ryan, Swanson &amp; Cleveland</i>
Insolvency and Secured Transactions Law -	Alan Gough, <i>Gough &amp; Co</i> Daryle Uphoff, <i>Lindquist &amp; Vennum</i>
Insurance Law -	Frank Steeves, <i>von Briesen &amp; Roper</i>
Intellectual Property and Information Technology -	Peter James, <i>Clarks Solicitors</i> Rahul Krishna, <i>Kochhar &amp; Co.</i> Richard Bynum, <i>Maupin Taylor &amp; Ellis</i>
Litigation and Alternative Dispute Resolution -	Joseph Meusey, <i>Fraser, Stryker, Meusey, Olson, Boyer &amp; Bloch</i> José Rosell, <i>Rosell &amp; Associés</i>
Tax, Trusts and Succession Law -	Caroline Pons-Dinneworth, <i>Rosell &amp; Associés</i> Joel Paget, <i>Ryan, Swanson &amp; Cleveland</i>