

## Business Law Leaders at Home and Abroad

# Washington, D.C.

## Legal Profiles

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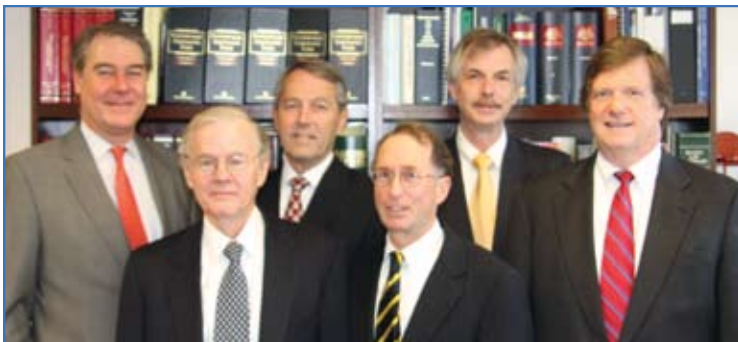
## Berliner, Corcoran & Rowe, LLP

An Asian company wanted to sell its satellite subsidiary to a company in Bermuda, which, in turn, was developing satellite services in Asia. For help in navigating the international legal and regulatory maze, the seller turned to D.C.-based law firm Berliner, Corcoran & Rowe, LLP.

Two Bahamian trusts had decided to sell a travel scheduling software business headquartered in Dublin, Ireland, with branches in London and New York. The buyer was a not-for-profit organization based in the Netherlands. The Bahamians chose BCR to coordinate this complex, multinational transaction. BCR had previously advised on development and negotiation of software development and licensing agreements between the client and major airlines and air travel companies in the U.S. and worldwide.

BCR's international practice also includes advice on contracts, export controls and sanctions risks, foreign corrupt practices problems, compliance, and representation before the many government agencies involved in international business, such as the Commerce, State and Treasury Departments, Overseas Private Investment Corporation and the World Bank.

Known for its commitment to excellence, attention to detail and thoughtful analyses, BCR serves a diverse local, national and international clientele, including large corporations, small and medium-size domestic and foreign businesses, individuals and foreign governments. With their extensive experience in the international arena, the firm's attorneys have assisted their clients in the U.S. and worldwide in all aspects of international



From left: John Ordway, Tim Corcoran, Wayne Rusch, Rich Landfield, Clemens Kochinke and Ben Flowe

business and transactions. The firm's lawyers are fluent or proficient in several languages, including German, Greek, Spanish, Portuguese and Arabic.

Clients trust BCR to provide expert legal service and partner-level attention, says managing partner Wayne Rusch, whether the matter involves a U.S. company doing business overseas, a foreign company's activities in the U.S., an international business regulated by the U.S. government or litigation involving a foreign government.

"We're problem solvers," says partner Richard Landfield. "We listen closely to our clients, we develop creative answers and solutions to their problems, and we work through the process to get our clients to the finish line."

### Berliner, Corcoran & Rowe's Partners' Wide-Ranging International Expertise

Thomas Corcoran Jr. specializes in international, civil and constitutional litigation and is a recognized expert on foreign sovereign immunity litigation. His father, Thomas "Tommy the Cork" Corcoran, was an important figure in the New Deal.

Ben H. Flowe Jr. has advised and represented companies in all aspects of international business, focusing on export controls and economic sanctions. "A leading light" in export control law (Chambers U.S.A. 2007), he also has expertise in international trade matters, cross-border business transactions, asset acquisitions and finance.

Clemens Kochinke is fully qualified as an American lawyer and a German *Rechtsanwalt*. He has a diverse international law practice, assisting corporations and governments, often from German-speaking countries, in U.S. matters. He also helps U.S. clients in foreign matters. He regularly testifies as an expert on international law in various tribunals.

Richard Landfield's diverse corporate and real estate practice has focused on helping clients in significant transactions. He has been lead counsel in many complex corporate transactions in the U.S. and abroad. These have included public and private financing,

mergers, acquisitions, inbound investment from Western Europe, outbound investment to Central Europe and the option sale of mineral interests.

John Ordway's principal areas of expertise are export control and government procurement. A former co-chair of the ABA International Section's International Procurement Committee, he advises foreign companies extensively regarding application of U.S. law to their business activities, particularly in connection with international dispute resolution and international transactions involving satellites.

Wayne Rusch practices corporate, commercial and international law and has provided legal services and advice to foreign companies making acquisitions and establishing businesses in the U.S. He has also helped U.S. companies expand their business to other countries.

Bruce Zagaris is a recognized expert on international financial law and international criminal law, including extradition, money laundering and foreign corrupt practices. His clients include governments and international organizations. Since 1985, his monthly journal, *International Enforcement Law Reporter*, has been a widely read and used publication on international criminal law.