

US-Asia Business

Very few US law firms can claim Kerr Russell's experience in managing the complex legal framework and unique cultural aspects that are so important to success in the United States and Asia. Fewer still possess the qualities that characterize our US-Asia Business Practice: the deep experience, knowledge and cultural understanding that are vital to success in the US and Asia.

Kerr Russell regularly represents Asian companies doing business in the US and domestic companies doing business in Asia. With deep experience, cultural and linguistic skills, our attorneys provide valuable assistance for small and medium-sized Asian companies as well as large multinational enterprises. Our attorneys understand the unique needs of Asian businesses and have extensive knowledge of the cultural and legal systems that affect investment in the US. Over the years, businesses from China, Japan, Taiwan, and South Korea have trusted Kerr Russell to guide them on their journey in the US. We understand their business practices and culture, and we work in a manner that is respectful of the traditions of our Asian clients.

Kerr Russell is a member of the MSI Global Alliance, a leading international association of independent legal and accounting firms with over 250 member firms in more than 100 countries including Asia. Our professionals have a deep understanding of Asian culture and business, and the Asian legal systems, and can collaborate to meet the needs of our US and Asian clients.

Kerr Russell values personal relationships like no other law firm. Founded in Detroit in 1874, Kerr Russell's longevity speaks to the quality of our relationships, both within our firm and with the Asian clients we serve. Our deeply ingrained values of hard work, commitment, and loyalty have enabled these long-term relationships to thrive over the course of our history.

Our early clients included some of America's most successful industrialists and financiers. Among them was Henry Ford, whom we represented in acquiring land for the Ford Rouge Plant which, at the time it was completed in 1928, was the largest manufacturing plant in the world. We also helped form many of the early banks in Detroit who in turn, led Detroit and the rest of the country to economic success. Today, Kerr Russell's continued focus on our core values has provided uncommon stability through many uncertain times over nearly 150 years – and our firm has flourished as a result.

Our experience encompasses all areas of law and business planning, as well as cultural relations, political environments, and recommended best business practices. While a substantial portion of our Asia practice involves manufacturing, we regularly counsel clients in other areas, including cross-border investing, distribution, immigration, green technology, IT, technology transfers and real estate.

We routinely assist our Asian clients in the following areas:

- Entity selection and formation in China and the US
- Foreign direct investment
- Cross-border contracts
- Mergers and acquisitions
- Joint ventures
- Taxation
- Purchase, sale, construction and leasing of real estate (including office, warehouse, manufacturing, R&D and residential properties)
- Financing acquisitions and business operations
- Intellectual Property
- Labor & Employment
- Import/export matters
- Logistics
- Immigration
- EB5's
- Government incentives/economic development grants
- Business divestment
- Legal and regulatory compliance

Some of our recent representative matters include:

- Serve as company legal counsel for Chinese automotive OEM and multiple suppliers
- Started new company in US and helped Chinese owner grow company organically to what is now, a large operating company
- Sale of electromechanical supplier to a large Korean company
- Developed large R&D center for a Japanese automotive company
- Established platform for Chinese EV manufacturer in the US
- Advised multiple Japanese automotive companies on US antitrust matters
- Assisted in formation of US/Korean joint venture
- Advised a large Japanese automotive OEM on US operations
- Multiple acquisitions of US businesses by Asian buyers
- Negotiated vendor contracts for manufactured gears, green technology (including solar and wind technologies) and other industrial products for a Chinese company
- Negotiated contracts with manufacturer sales representatives for Asian companies
- Outsourced IT contracts for software clients who utilize Chinese programmers
- Established joint ventures and manufacturing facilities in China for US automotive suppliers
- Created joint ventures between US companies and Chinese companies in China, Mexico and the US
- Formed wholly-owned subsidiaries for many Asian companies
- Assisted Asian companies in obtaining US, state and local government tax incentives, grants and loans
- Handled various transactions for multiple "inbound" Asian automotive suppliers, including registration of trademark rights, reorganization of global organization (including establishment of a US holding company and Michigan operating company), preparation of employee handbook, and negotiation of various real estate transactions
- Established Wholly Owned Foreign Enterprise (WOFE) and representative office for various US companies conducting business in China
- Consulted on acquisition and import/export of machinery in and out of China for company in steel industry
- Advised Asian clients on possible EB5 investments
- Handled numerous immigration matters for Asian individuals and companies
- Provided tax planning for US and Asian companies in international transactions

For further information about Kerr Russell's US-Asia Business Practice, please contact [Chaoyi Ding](#). Ms. Ding is qualified to practice law in both China and the US. You may also contact [James Cambridge](#), [Kenneth Lombardo](#) or [Richard Buslepp](#), leaders of Kerr Russell's US-Asia Business Practice.