



October 15, 2002

TO ALL PACIFIC RIM ADVISORY COUNCIL MEMBERS
PRIMARY CONTACTS and SEATTLE CONFERENCE DELEGATES

Dear Friends and Colleagues:

Welcome back from Seattle and PRAC's 32nd International Conference. Our sincere thanks and congratulations to the entire Davis Wright Tremaine team for hosting a successful Conference.

Saturday's welcome reception at DWT's offices and ensuing dine-arounds at local restaurants started the social program which was followed with an event filled Sunday of activities, including what has become a PRAC tradition of sailing local waters - this time in Seattle's harbour and much to our delight, under sun filled skies.

Our business programme began Monday morning with a Public Seminar attended by local clients and invited guests on "Growing Global Technology Businesses" and featured keynote speaker Alain P. Steven, President/CEO, Alstom ESCA Corporation on The Pacific Northwest and its IT Role in the World Energy Market. Mr. Steven's presentation was followed by a panel presentation "Growing the Silicon Forest From the Roots Up", with guest participants R. Lee Cheatham, Ph.D., Executive Director, Washington Technology Center; Dan Rosen, Managing Partner, Frazier & Co. and Chairman, Alliance of Angels; Mark Trinchero, Partner, Davis Wright Tremaine; Kathy Wilcox, CEO, WSA; and moderator A. Peter Parsons, Partner, Davis Wright Tremaine.

Following a programme break, the seminar continued with a panel discussion followed, "Centers of Technology Excellence featuring Candy S. Marshall, Executive Vice President of Corporate Development and General Counsel, WRQ, Inc., and PRAC panelists Stephan Mathias, Partner, Kochhar & Co. (New Delhi); J. H. Zhu, Partner, Davis Wright Tremaine; (Shanghai); and moderated by S. Sivanesan, Partner, Rodyk & Davidson (Singapore).

The seminar was followed with a luncheon featuring keynote speaker Bill Owens, Co-CEO and Co-chairman, Teledesic LLC.

Following Monday's luncheon, the business programme continued with Country Briefings provided by Davis Wright Tremaine and Sycip Salazar Hernandez & Gatmaitan.

The Litigation Group followed with a focus on The Impact of Constitutional and Human Rights Legislation in the Commercial Arena, with presentations from Laura Handman (Davis Wright

Tremaine/United States); Alberto Saavedra (Santamarina y Steta/Mexico); and Carl Stein (Werksmans/South Africa).

Monday's business programme closed with the Tax Practice Group led by co-chairs Roderik Bouwman (NautaDutilh/Netherlands) and Laurel Buckner (Davis Wright Tremaine/United States); with a focus on the Challenges of Entering Domestic Markets with jurisdictional overview and presentations from Jay Munsie (Richards Buell Sutton/Vancouver, Canada); Alberto Saavedra (Santamarina y Steta/Mexico City) and Brian Todd (Davis Wright Tremaine/United States).

Monday evening's Host Firm Theme Dinner intended for the Experience Music Project was unexpectedly cancelled due to a power outage that shut down the venue. Our fast thinking and gracious hosts managed to secure an alternate venue at the famed Seattle restaurant Caspar's, saving the evening. Delegates and guests participated in the rock and roll theme event which followed later at the "PRAC Dragon Lounge" in the Hotel.

Tuesday's business programme opened with Practice Management's continuing series "Strategic Planning for Law Firms", with a focus on knowledge management. Jeff Barnes, (Toronto, Canada) and Warren Gorrell (Washington, USA), led the two and one half hour session with Jorge Perez Taiman (Muniz Forsyth Ramirez Perez-Taiman & Luna-Victoria, Lima); Jane Potter, Ph.D., Davis Wright Tremaine, Seattle); Heimon Smits (NautaDutilh); Patrick Sherrington (Lovells) reporting on their own firm's experiences, practicalities and pitfalls. This session was particularly lively and interactive (despite its length, could have been longer). The co-chairs have agreed to undertake a survey of all PRAC member firms to determine which firms have knowledge management systems in place and what those systems involve including type and cost. The results of their undertaking will be reported on during the continued Practice Management Session in New Zealand.

The Marketing Committee followed (Paul Finigan, San Francisco USA and Jorge Perez-Taiman - Peru) with a session focused on Law Firm Marketing and Communication - Refocusing Efforts during Exceptional Times. Ross Perrett (Clayton Utz, Australia); Osvaldo Marzorati (Allende Brea, Argentina) and Mil Stewart (Davis Wright Tremaine, Seattle) provided valuable insight of their firm experiences of recent times. As well, this session in particular was well-received and provided members an opportunity to exchange views and ideas.

One on One meetings followed the luncheon break, each firm having selected two other firms to meet with to discuss mutual business concerns. **Delegates are reminded to follow up with their meeting results and to continue to gather and share pertinent information. Delegate firms who were unable to attend these meetings are advised to contact scheduled meeting attendees separately.**

The Projects/Energy and Environmental/Native Rights Practice Groups held a joint session focusing on Pipeline and Tanker Liability. Co-Chairs Ray Batla (Hogan & Hartson) and Vince Piekarski (Goodsill Anderson Quinn & Stifel) led presentations from K. Anantham (Skrine/Malaysia); David Marshall (Pipeline), Bud Walsh (Tanker) Davis Wright Tremaine ; Jose Emilio Nunes Pinto (Tozzini Freire Teixeira e Silva (Brazil).

The Intellectual Property & Licensing and Banking & Workouts Practice Group held a joint session focused on Global Payment Sessions in E-Commerce. Co-Chaired by Ken Slade (Boston, USA) and Osvaldo Marzorati (Allende Brea, Argentina), with presentations from Antony Alex (Kochhar & Co., New Delhi; Norm Page, Davis Wright Tremaine, United States; and Carlos Urrutia (Brigard Urrutia, Colombia completed the business programme for the day.

Tuesday evening's delightful Gala Dinner at The Ranier Club closed the Seattle program with musical interludes by members of the Seattle Youth Orchestra and awe-inspiring performances from up and coming members of the famed Seattle Opera.

Board Meeting.

The Board Meeting followed and attended to the business aspects of the Conference.

Policy and Planning.

The Policy and Planning Committee (chaired by John Elder) reminded members to review the draft form of suggested framework for joint billing and to provide comments and or recommendations.

The Policy and Planning Committee also reported on the consensus view that Seattle's agenda was representative of a well attended and balanced program, with sufficient business and social activities intermingled, and a high level of participation by the Host firm.

Membership

The Membership Chair (Warren Gorrell for Patrick Sherrington) recommended that the Board approve the Committee's recommendation of membership expansion in Beijing, PRC. On unanimous approval of the Board, I am pleased to confirm that pending formalities, King & Wood will accept effective January 1, 2003. King and Wood have expressed that they will be present in New Zealand in April, 2003; in the meantime, I encourage each of you express your welcome to our newest member of the PRAC family.

The Primary and contact information for King and Wood, Beijing, PRC is as noted below:

Primary Contact: Ms. Xu Ping, Partner

Address: Level 30, North Office Tower
Beijing Kerry Center
1 Guanghua Road
Chaoyang District
Beijing 100020

Telephone: 86 10 6561 2299
Direct Line: 86 10 6561 0848
Fax: 86 10 6561 0830 or 0840
Email: xuping@kingandwood.com
Web site: www.kingandwood.com

Further, the Membership Committee will undertake a review of Thailand firms for replacement of Mongkolnavin Law Offices which has withdrawn from PRAC citing attendance difficulties in conformance with suggested guidelines. Mongkolnavin Law Offices has been a PRAC member since inception and we wish our friends all the very best.

Nominating Committee

A nominating committee has been impaneled to review and provide recommendation in New Zealand for the PRAC Chairman and Vice Chair positions for the term commencing January 1, 2004. The Nomination Committee is: Takemi Hiramatsu (Asahi Law Offices); John Shirbin (Clayton Utz); Alberto Saavedra (Santamarina y Steta); Warren Gorrell (Hogan & Hartson); and Virginia Chan (Lovells).

Conference Committee - New Zealand - 2003 April 5-9 (Auckland); April 9-11 Queenstown

There are several follow up items being undertaken by the various practice groups. Obviously due to time constraints, not all groups will be meeting. Members are encouraged to contact practice group c-o-chairs to discuss topics for discussion and consideration by the Host Committee and PRAC Chair. Consideration is being given to delegates who may wish to bring along family members, similar to South Africa's hosting. Members are encouraged to provide Early Indication

(copy attached) to Host Firm (available at PRAC web site) soon before 20 December. Additional information for this event is available at the PRAC web site (Conference link) and will be forthcoming in the next few months.

Vancouver - September 20-24, 2003

Initial staging has begun for Richards Buell Sutton's Canadian hosting next year.

PRAC Marketing

1. A reminder to follow up with your One on One meetings
2. Mention the PRAC web site (www.prac.org) in your firm's internal network
3. For purposes of the PRAC e-Bulletin which is published and distributed each month via email to Primary Contacts and Marketing Contacts, add Susan Iannetta's name to your firm's internal marketing email or mailing list (susan.iannetta@fmc-law.com). Deadline for contributions is the 15th of each month. Issues are available on line at the PRAC web site (e-Bulletin link). Primary Contacts are encouraged to distribute the e-Bulletin throughout your firm.
4. If you have provided contact information for your firm's practice group representatives, they will be added to the Contacts Matrix (available at PRAC web site).
5. Directory 2003 will be published in early 2003. PDF format on line at the PRAC web site.
PRIMARY CONTACTS ARE ASKED TO SUBMIT REVISED TEXT FIRM BIO TO S. IANNETTA ON OR BEFORE 01 DECEMBER 2002. (See ON LINE VERSION for current text)
6. Due to increased submissions to the monthly e-Bulletin, a Public Libraries section will be established at the PRAC web site to host larger member publications. Members wishing to contribute manuals or other timely publications should submit same in pdf format by email to S. Iannetta. Members are reminded that this new section "Public Libraries" will be open viewing for the public.

Other Business.

Conference Materials. Seattle conference materials can be found at the PRAC web site (Conference link). Members are reminded of their private access information (example: user=asahi password=asahi8).

Practice Groups Co-Chairs interested in securing a time slot for New Zealand's April conference, are reminded to follow up with host firm Simpson Grierson's Denis McNamara or Janice Milne before January 1 confirm your group's proposed agenda.

My thanks to the delegates and accompanying guests participating in PRAC's 32nd Conference. The Seattle Conference will be remembered not only for its well-balanced programme, but also for DWT's enthusiastic participation. To the many Davis Wright Tremaine attorneys who gave up their daily practice to spend some time with us and whom we got to know, we gratefully acknowledge your participation and hope that you positively received as much from the PRAC experience as we did. A special mention of thanks also to the WSA for their role in the Monday Public Seminar.

To the Davis Wright Host Committee Team, and in particular, Peter Parsons, Joe Weinstein, Bruce Johnson, Pamela Cone, Barrie Handy, Shawna Williams, Gwen Hoglund, Kevin Ruby, Nicole Moles and Vivien Maier, our heartfelt thanks for your efforts in organising a successful and unique conference. In particular, our heartfelt thanks for giving so much of your personal time to ensure our wonderful fun times in Seattle.

I look forward to seeing everyone in the New Year in New Zealand.

Kind regards,

Jan Willem Sodderland
Chairman, PRAC

This report and New Zealand 2003 Conference information are available at the PRAC web site (www.prac.org).

Seattle Conference Handbook will be available shortly at the PRAC web site in its entirety.

EARLY INDICATION FORM

Hosted by:

PRAC CONFERENCE



Auckland 5-9 April 2002
Queenstown 9-11 April 2003

For planning, please complete this Early Indication Form and return it to:
Simpson Grierson – Auckland, by fax or email on or before 20 December 2002

Attention: Janice Milne, Simpson Grierson
92-96 Albert Street
Private Bag 92518
Wellesley Street
Auckland

Facsimile: 64 9 307 0331 Email: janice.milne@simpsongrierson.com

Please check appropriate box below:

I plan to attend the PRAC Conference in Auckland, April 5-9, 2003 (Public Seminar BIOTECH)

I plan to attend the PRAC Conference in Queenstown, April 9-11, 2003 (Public Seminar TBA)

Another member of my firm may also attend _____ (name)
_____ (email address)

I will bring an accompanying guest(s) _____ (name)

If children will accompany you, please indicate name(s) & age(s) _____

I am unable to attend

Please provide the following information:

Title: _____ (Mr/Mrs/Miss/Ms)

Name: _____

Position/Title: _____

Firm: _____

Address (including Country): _____

Telephone: _____ Facsimile: _____

Email: _____