



October 14, 2003

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

Dear Friends and Colleagues:

Welcome back from Vancouver and PRAC's 34th International Conference.

For early arrivals, Saturday afternoon's bike or walking tour in Vancouver's famous Stanley Park was a great opportunity to meet our hosts and be re-acquainted prior to the welcome reception at the Pan Pacific Hotel and dine-arounds later that evening. Sunday's blue skies and sunny weather provided the ideal backdrop to tour Vancouver's Capilano Suspension Bridge and Salmon Hatchery. Our luncheon atop Grouse Mountain provided spectacular views of the City and surrounding area.

Our business programme began Monday morning at the Pan Pacific Hotel with Welcome and Introductions, followed by Country Briefings presented by RBS' Scott MacDonald, and new member firms King and Wood PRC (Beijing – Susan Ning), and Tilleke & Gibbins International Ltd (Thailand – David Lyman).

One on One Meetings followed, with each firm meeting another for two one-half hour meetings, which were followed by a pre-luncheon presentation by Hon. Lloyd Axworthy on "The Emerging World Order: The Role of International Justice".

Practice Management presented their continuing series Strategic Planning for Law firms, focusing on the results of a recent Partner Structure Survey. Andres Sta. Maria, Sycip Salazar Hernandez & Gatmaitan (Manila) and Jorge Carey, Carey y Cia. (Chile) provided additional insight as to their firm structures.

The business day ended with a visit of the RBS offices in downtown Vancouver.

Monday evening's social program "Host Firm Dinners" took groups of delegates and accompanying guests into several RBS partner homes and where we were wonderfully received. This is always such an honor for PRAC Delegates and guests and, judging by the positive comments, RBS's home hostings were exceptionally pleasant for everyone. During the day, accompanying guests had the option of visiting Granville Island and cooking with well known local chefs.

Tuesday's business programme started with the Marketing Committee, whose presentation "Client Relations – What Are We Missing" included first hand accounts of marketing initiatives from Wendy Taylor, Hogan & Hartson (Washington); Ken Slade Hale and Dorr (Boston) and Jose Emilio Nunes Pinto, Tozzini Freire Teixeira e Silva (Sao Paulo).

Tuesday's business programme continued with the Business Investment & International Trade Practice Group, with the timely topic "Mad Cows and DiSARSters – Coping with Natural Biological Crisis" and included presentations by Joyce Fan, Lee and Li (Taipei); Scott Lamb, Richards Buell Sutton (Vancouver); and Tim Fletcher, Lovells (Hong Kong).

The business programme continued with Project/Energy's continuation of New Zealand's topic "Impact of Kyoto Protocol" with presentations from Mike Burnett of Davis Wright Tremaine client, Climate Trust

(Seattle); John Shirbin, Clayton Utz (Australia) and Marcio Baptista, Tozzini Freire Teixeira e Silva (New York).

The Intellectual Property & Licensing Group followed with the results of their Non Disclosure Agreement survey, which asked member firms to address issues as to a non-standard disclosure agreement. Special thanks to Georg Reuter, Richards Buell Sutton (Vancouver), Takemi Hiramatsu, Asahi Koma Law Offices (Japan) and Ken Slade, Hale and Dorr (USA) for their efforts. The Non Disclosure Agreement will be added to the Expert System available at the PRAC web site.

Tuesday's business programme closed with the Banking & Workouts Practice Group's "Essentials of Securitization" with presentations from Carlos Urrutia, Brigard & Urrutia (Bogata), John Shirbin, Clayton Utz (Sydney); KV Ramesh, Kochhar & Co. (New Delhi) and Jay Munsie, Richards Buell Sutton (Vancouver).

Tuesday evening's Gala Pacific Dinner at The Terminal City Club closed the Vancouver Conference with music and entertainment.

Tuesday's accompanying guests spent the day visiting the Museum of Anthropology and Vancouver's famed Robson Street.

Board Meeting Notes

The Board Meeting held on Wednesday morning attended to the business aspects. Draft minutes will be available shortly at the PRAC web site.

Policy and Planning.

The Policy and Planning Committee (chaired by John Elder) reported on the consensus view, that the conference was representative of a well balanced program, with excellent business and social activities intermingled, coupled with a high level of participation by the membership at large, in fact the largest attendance to date.

The Policy & Planning Committee also report it will be looking to update the Statement of Objectives including for instance, the basis for which membership fees are calculated. In that regard, a review committee will be formed to undertake the update.

Membership

The Membership Chair (Patrick Sherrington) reported on the US undertaking and after discussion, on unanimous approval of the Board, I am pleased to confirm that Morgan, Lewis & Bockius LLP have accepted membership for the Palo Alto and San Francisco jurisdictions effective November 1. We are pleased with the result and that Morgan Lewis has indicated that they will be present in Peru next year. In the interim, I encourage each of you to express your welcome to our newest member of the PRAC family.

The Primary and contact information for **Morgan, Lewis & Bockius LLP** is as noted below:

Primary Contact: (San Francisco)
Paul Finigan, Partner
Direct Line: 415 442 1336
Email: yfinigan@morganlewis.com

San Francisco Address: One Market Street
Spear Street Tower
San Francisco, California 94105
Main Telephone: 415 442 1000
Main Fax: 415 442 1001

Primary Contact (Palo Alto)
Tom Kellerman, Partner
Direct Line: 650 843 7550
Email: tkellerman@morganlewis.com

Palo Alto Address: 2 Palo Alto Square
300 El Camino Real Suite 900
Palo Alto, California
Main Telephone: 650 843 4000
Main Fax: 650 843 4001

Web Site: www.morganlewis.com

The Membership Committee will resume its activities as to California and to seek a replacement for the Los Angeles jurisdiction. In that regard, you will be hearing from the Membership Chair shortly as to recommendations. I encourage you to confer internally within your firm as to prospective members for Los Angeles and to respond to the Committee's request for comments.

Conference Committee

Peru – May 15-21, 2004

A Preliminary Invitation Package was distributed to Delegates at check-in **and is available at the PRAC web site www.prac.org**. Formal registration for Peru will begin later this year. In the meantime, members are requested to provide the **Early Indication Form (copy attached)** or register on line at the PRAC web site.

Additional information for this event is available at the PRAC web site (Conference link) and will be forthcoming over the next few months.

Owing to the unique terrain of Peru, Peru's conference will take on a slightly different format. Included will be the cities of Lima and Cusco, with a follow on presentation in Machu Pichuu. The main portion of the conference will take place at the Hotel Monasterio in Cusco.

There are several follow-up items being undertaken by the various practice groups. Obviously due to time constraints, not all groups will be meeting in Peru. Members are encouraged to contact practice group co-chairs to discuss topics for discussion and consideration by the Host Committee and PRAC Chair.

India New Delhi: Date: October 30-November 3, 2004

Member firm Kochhar & Co. has begun initial staging for New Delhi. Conference venues are currently under consideration.

Practice Group and Committee Co-Chairs

I am pleased to announce the following practice group and committee co-chair and member appointments effective January, 2004:

Banking & Workouts Practice Group

Manjula Chawla (India – Kochhar & Co.)
Susan Ning (Beijing) King & Wood

Business Investment & International Trade

A. Peter Parsons (USA - Davis Wright Tremaine)
Joyce Fan (Taiwan – Lee and Li)

Employment & Labor Practice Group

Under Formation

Projects & Energy

Chris Fonteijn (Netherlands – NautaDutilh)
Jose Emilio Nunes Pinto – (Brazil – Tozzini)
Ray Batla (USA – Hogan & Hartson)

Environment & Native Rights Practice Group

Denis McNamara (New Zealand – Simpson Grierson)
Vincent Piekarski (USA – Goodsell Anderson Quinn & Stifel)

Intellectual Property & Licensing

Ken Slade (USA – Hale and Dorr)
Takemi Hiramatsu (Japan – Asahi Law Offices)

Litigation & Alternative Dispute Resolution

Patrick Sherrington (Hong Kong – Lovells)
Ross Perrett (Australia – Clayton Utz)

Tax Practice Group

Under formation

Practice Management Committee

Jeff Barnes (Canada – Fraser Milner Casgrain)
Warren Gorrell (USA – Hogan & Hartson)

Marketing Committee

John Shirbin (Australia – Clayton Utz)
Jorge Perez Taiman (Peru - Muniz Forsyth Ramirez Perez-Taiman & Luna-Victoria)

Membership Committee

Chair: S. Sivanesan (Singapore – Rodyk & Davidson)
Members: Eui Jae Kim (Korea); Jan Willem Sodderland (Netherlands); Jeff Barnes (Canada); John Shirbin (Australia); Jorge Carey (Chile); Patrick Sherrington (Hong Kong); Warren Gorrell (USA). (Osvaldo Marzorati Ex-Officio)

Policy & Planning Committee

Chair: Jose Emilio Nunes Pinto (Brazil – Tozzini Freire Teixeira e Silva)
Members: Jan Willem Sodderland (Netherlands); John Elder (Canada); Peter Hahn (USA); S. Sivanesan (Singapore); Takemi Hiramatsu (Japan). (Osvaldo Marzorati Ex-Officio)

Practice Groups Co-Chairs interested in securing a time slot for Peru's conference should co-ordinate with incoming appointments for a continuum through year end (where necessary), and are reminded to follow up with Jorge Perez-Taiman as soon as possible to discuss your group's proposed agenda. Please note group meeting time slots for Peru are limited.

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. 2003 PDF Directory on line at the PRAC web site. Updates are requested prior to year end.
6. Due to increased submissions to the monthly e-Bulletin, a Public Libraries section has been 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 the section "Public Libraries" is available for public viewing.

Other Business.

Conference Materials.

Vancouver's conference materials (including photos) can be found at the PRAC web site (Vancouver Conference Materials link). Members are reminded of their private access information (example: user=asahi password=asahi8). Members are encouraged to send conference photos to Susan Iannetta (jpg format please) for inclusion in the conference photo album available at the PRAC web site.

The Vancouver Conference will be remembered not only for its well-balanced programme, but also for Richards Buell Sutton's enthusiastic participation. It was in 1989 in the very early days of PRAC that we first visited our friends and colleagues in Vancouver. Since that time, there have been many changes, both for Vancouver and RBS, who has grown tremendously in size.

We have left Vancouver with a better understanding of its people and culture, and much to the credit of the RBS attorneys, their guests and staff who we met during our stay in Vancouver.

To the many RBS attorneys, guests and staff members who gave up their daily practice to spend some time with us and had the opportunity to meet and know, we gratefully acknowledge your participation and hope that you positively received as much from the PRAC experience as we did.

To the RBS Host Committee Team, and in particular, Melissa Heywood, Jeff Lowe and George Reuter, our heartfelt thanks for your efforts in organizing a relaxed and successful conference. As well, please accept our special thanks for giving so much of your personal time to ensure wonderful times in Vancouver. Thank you again for allowing us into your homes and into the heart of your country and for making us feel so welcome.

My thanks to all delegates and accompanying guests for traveling to Vancouver participating in PRAC's 34th Conference. Your active participation is vital to the fostering and strengthening relationships and key to PRAC's continued success.

Finally, it has been my pleasure to serve as PRAC Chairman the past two years. I encourage your support of incoming chair Osvaldo Marzorati and vice-chair Sivi Sivianesan, effective January 2004 and who have served as Vice Chairs during my term and to Susan Iannetta our Director. To Susan, Osvaldo and Sivi, my heartfelt congratulations and thanks for your support during my term.

I look forward to seeing everyone in Peru next year.

Kind regards,
Jan Willem Sodderland
Chairman, PRAC

This report and Vancouver Conference Handbook and Materials are available at the PRAC web site (www.prac.org) Private Libraries