

Article by Baldwin and Fairchild Published in Global Trade

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Global Trade, a leading publication for companies doing business around the world, recently published an article written by Brooks Pierce attorneys Charles Baldwin and Ryan Fairchild offering advice for companies exploring international markets.

The article, titled “Successfully Trekking Into International Contracting,” identifies 13 key things that businesses need to consider when entering an international contract. Among the topics discussed in the article are: export laws, taxes, payment terms, intellectual property and identifying all of the costs involved.

Baldwin and Fairchild write: “In entering an international contract, the goal is to grow your business successfully, not to get lost in the unfamiliar landscape of international contracting. By knowing the route and how it changes before you undertake your venture, you help to ensure reaching your goal.”

The full Global Trade article can be read [here](#).

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Charles S. Baldwin IV

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