

Industrializing Latin America: A New Frontier for Industrial Property Transactions

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NEW OPPORTUNITIES

A NUMBER OF STRIKING EVENTS TAKING PLACE IN THE WORLD point up certain attractive economic opportunities unfolding in Latin America. Historically, American entrepreneurs and investors have played a large part in organizing the Latin American market. Since World War II the United States has supplied on the average over half of their imports—while less than a third has come from Europe, and about 2 percent from Asia. Moreover, from 1938 on, the United States has provided more and more people and money to carry on technical and scientific assistance programs¹ there. It would seem natural, therefore, for us to want to join more fully with Latin America in developing its new frontier. The Patent, Trademark and Copyright Foundation has followed these emerging opportunities, and now deems it appropriate to study² the practices and problems of our southern neighbors with respect to industrial and related properties³ so that sound and timely decisions can be made for future wholesome development.

Although United States foreign trade has been increasing, our share of world trade has been declining. Such factors as economic aid, military spending, private investment and tourist spending have been responsible

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¹ George Wythe, "Latin America—Economic Factors," *Encyclopedia Americana*, Volume 17, 1962 edition, pp. 14-19.

² "Mr. Moscoso said the biggest obstacle to the program has been that Latin American nations do not have sufficient trained technical personnel to diagnose their troubles and prescribe where to apply aid funds.

'It is like coming to the rescue of a person crying for help and his not being able to tell you immediately what he needs,' Mr. Moscoso said. 'Planning for help is the most important preliminary step there is. An aid plan can be successful only to the degree of preparation.'" "Inter-American Bank Seeks Latin Export Aid," *The Washington Evening Star* (April 27, 1962).

³ "intellectual property. Intangible creations of the mind, including inventions, useful "know-how," technical and ornamental designs, and literary, art and other products of man's ingenuity." *Patents, Research and Management* edited by Howard I. Forman, Central Book Company (1961) p. 569. The term industrial property is sometimes used interchangeably with intellectual property. Generally, however, industrial property is limited to intellectual property other than literary or artistic creations.