

# Chamber of Commerce of the United States of America

Washington

Statement in Furtherance of Policy  
Approved by the Chamber's Board of Directors  
February 19, 1976

## BUSINESS PAYMENTS ABROAD

The Chamber supports the prevailing practice of U.S. firms operating abroad of conducting their activities in accordance with the legal requirements of host countries. Businesses and their foreign affiliates should obey local laws, refrain from unlawful intervention in the domestic affairs of host countries and uphold the highest standards of business conduct.

It is normal and customary in the conduct of both domestic and international business that a commission or fee be paid for a sale or service rendered. Such commissions or fees are in and of themselves proper and are generally determined by the market place. Practices involving the payment or the solicitation or extortion of bribes, payoffs, or kick-backs are improper and should not be employed. To be fully effective, both U.S. and foreign government policies and regulations should be consistent with these principles.