



MANUFACTURING & DISTRIBUTION

“Whether our clients are startups or Fortune 500 companies, located in the United States or overseas, we have delivered exceptional counsel for more than 25 years.”

WHO WE ARE

The Manufacturing and Distribution Team supports our clients by addressing all levels of the complex, interwoven processes that make up M&D: ideation, production, marketing, employment, and distribution. From soup to nuts, we act as sole counsel for nearly every aspect of your legal needs. Our reach is significant because of our proximity to the Port of Virginia. Their provision of direct services to 45 countries and two-day access to American cities ensure that we work with clients throughout the world.

We support those looking for all types of business protection, input, and counsel: business strategies, distribution or machining answers, tax solutions, and sales. We have an intimate and proven understanding of the technology – casting, molding, machining, joining, rapid manufacturing, 3-D printing, and woodworking – plus the industry’s business and distribution side. As a result, a client we meet today may receive help with a distribution agreement, and tomorrow, we may work on tax rights, employment, or international sales. We provide effective, practical, cost-effective solutions to our clients while heightening precision, possibilities, and protection.

HOW WE HELP

Our clients, whether start-ups or long-standing producers, have a broad range of requirements for creating and maintaining vibrant and successful businesses. For instance, growing companies seeking mergers and acquisitions assistance and burgeoning companies with real estate needs turn to us for on-the-mark solutions. Production-floor needs – OSHA/workplace safety and mediation matters and product liability – are some of the areas we address. As for contract and intellectual property matters, our M&D team has successfully supported clients in navigating these tricky areas with clarity, ensuring that our clients are given an understanding of every aspect we address. Finally, we walk our clients through the process so they feel clear on the steps. We work with our clients on the phone, in person, or in virtual meetings, and strive for the best possible outcome. We bring painstaking thoroughness in our work, supporting and counseling our clients from production to distribution.

AREAS OF CONCENTRATION

- Project financing and capital investment
- Tax exemptions, credits and preferences
- Intellectual property (trademarks, patents, copyright, trade secrets)
- Mergers and acquisitions
- Corporate governance, compliance programs (antitrust and Foreign Corrupt Practices Act, among others) and risk management services
- Real estate and site selection
- OSHA audits/workplace safety issues
- Human resources and employment matters
- Tax planning and tax controversy
- Insurance planning and recovery
- Distribution Agreements (including credit applications, terms of sale and terms of purchase)
- Drafting Warranty, disclaimer and limitations of liability provisions, defense of product liability and indemnification claims

REPRESENTATIVE MATTERS

- Served as in-house and, subsequently outside, general counsel to national business process outsourcing and document management organization, responsible for the organization's legal functions and compliance, including those associated with ongoing operations, syndicated credit facilities and merger and acquisition activities
- Represented national building product manufacturer in buy-out of joint venture partner
- Represented Workflow Management, Inc. and its affiliates in connection with its sale pursuant to Section 363 of the Bankruptcy Code
- Represented automotive OEM in acquisition of manufacturing line operations as a part of vertical integration strategy
- Represented automotive OEM in manufacturing and product development joint venture arrangements, global sourcing and supply contracts, and technology licensing
- Represented national building products manufacturer and supplier in numerous acquisition and divestiture transactions as well as joint venture, supply and sourcing arrangements
- Represented specialty software design and sale business in strategic sale to international public company
- Represented privately held national business process outsourcing and document management organization in strategic sale to publicly traded competitor
- Assisted national food and agribusiness manufacturer in disputes with multiple localities regarding "manufacturer" classification for purposes of business tangible personal property taxation
- Assisted manufacturers and distributors in assessing insurance programs and seeking recovery from insurers for losses and claims
- Maintained the trademark portfolio for a national business process outsourcing and document management organization
- Negotiated vendor and customer software license agreements for a national business process outsourcing and document management organization
- General counsel to a major international compressor manufacturer, advising on all aspects of its U.S. and international distribution agreements and related issues
- General counsel to a new United States motorcycle manufacturer