

References

PUBLICLY TRADED

*Chad McDaniel, General Counsel
Lydall, Inc.*

PRIVATELY HELD | FAMILY-OWNED

*Rebecca Karabin-Ahern, Co-President
Acme Monaco Corporation*

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*Peter Oppliger, Chief Executive Officer
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Manufacturing Law

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Manufacturing Law

Product Development & Sales | Dispute Resolution

Product Development We have significant experience counseling manufacturers at all stages of the product development process, including product labeling, product liability prevention, recalls, and intellectual property issues, including the development and execution of growth strategies and methods for exploiting intellectual property rights.

Sales Support Manufacturers negotiate and execute scores of contracts of all types, including procurement (both flat and outsourcing), sales, and other agreements related to supply chain management. We often are hired by manufacturers to support their sales teams through the outsourcing of contract review, the training of the sales team, and the managing of legal risks.

B2B Dispute Resolution While some law firms approach business-to-business disputes in the same manner as other disputes involving end users, our team does not take this approach. Litigation and/or arbitration can be counterproductive and extremely damaging to a company's business reputation and relationships. Therefore, we focus on resolution strategies that seek to maximize results without just filing a lawsuit.

Litigation In recent years, we have defended manufacturers across the country in class action lawsuits, intellectual property lawsuits (including those brought by patent trolls), and other commercial disputes. As a result of our proactive strategies, we have resolved several multi-million-dollar class action lawsuits for either a minimal nuisance value settlement or no payment at all.

Creditors' Rights & Bankruptcy The insolvency or bankruptcy of a customer, supplier or vendor can have an immediate impact on a manufacturing company. Our creditors' rights and bankruptcy attorneys are dedicated to serving the needs and protecting the interests of our manufacturing clients in most contexts. Matters can be as simple as collecting a delinquent account, or as complex as representing a creditor through a lengthy commercial bankruptcy proceeding, including defending preference claims, preparing proofs of claim or negotiating critical vendor status.

Mergers & Acquisitions | Corporate/Regulatory Compliance

Results Since 2012, we have completed more than 350 transactions with a total aggregate value in excess of \$10 billion.

Experience We assist public and private companies with the full range of domestic and international M+A transactions, including acquisitions, divestitures, and joint ventures. We have significant experience representing manufacturing companies, including in sectors such as aerospace, chemicals, industrial products, and distribution.

Corporate Compliance Our corporate compliance lawyers regularly advise clients on day-to-day issues, including contracts/long-term agreements (LTAs); terms and conditions; warranty claims; matters affecting the company's sales, operations, and quality functions; meeting minutes and resolutions; corporate reports and filings with federal and state authorities; and other general corporate matters. We also counsel clients with regard to capital market and securities law, including private and public financings; reporting and periodic filings with the SEC; compliance of rules of various markets and exchanges; state Blue Sky filings; and other securities compliance matters.

Regulatory Compliance and Enforcement Our firm has deep experience helping manufacturers comply with the regulatory and legal requirements that often stand in the way of increasing revenues, including regulatory regimes such as conflict mineral laws; Foreign Corrupt Practices Act (FCPA); data privacy laws; California Proposition 65; antitrust and trade regulations (including compliance with export controls under the EAR and ITAR and compliance with OFAC regulations and other U.S. sanctions regimes); and responding to government investigations.

Environmental Health & Safety | Real Estate

Experience Our Environmental Health & Safety (EH&S) Group is consistently ranked in the very top tier by *Chambers USA Guide to America's Leading Lawyers for Business*, a prestigious international legal directory. We also have a deep substantive understanding of these highly technical areas of law, with many members holding degrees in scientific and engineering disciplines and/or prior employment with governmental agencies and consulting firms.

Coverage Our EH&S Group handles matters in nearly every U.S. state and counsels clients on matters throughout the world.

Scope We regularly advise manufacturers on a wide range of issues, including OSHA RCRA (hazardous waste), Clean Water Act, Clean Air Act, Superfund, TSCA and other chemical regulation, energy, and other areas. We regularly assist clients with investigations and compliance, transactional/due diligence matters, dispute resolution and litigation, crisis and risk management, permitting, and other regulatory counseling matters.

Real Estate Our firm's Real Estate + Development Group is national in scope, encompassing the spectrum of real estate transactions, including leasing, development, land use and zoning, financings, and counseling related to obtaining government economic incentives.

Labor & Employment | Immigration

Scope Robinson+Cole is one of the few firms in New England to offer a full array of employment law services to employers, including counseling, litigation, immigration, benefits, labor relations, union avoidance, and training.

Employment Our employment lawyers counsel manufacturers on matters such as hiring, investigations, wage and hour compliance, individual terminations, and federal and state employments. We also advise manufacturers about drafting and negotiating noncompetition agreements and any resulting litigation.

Labor Relations | Union Avoidance Our labor lawyers counsel, advise, and represent both unionized and non-unionized clients in developing corporate-wide, multi-facility labor relations strategies. We negotiate collective bargaining agreements and represent our clients in contract administration, grievance handling and arbitration, strike consultation, and National Labor Relations Board and court proceedings. We make it a point to learn your business so that labor relations strategies coincide with your operational objectives. We also work with clients to develop communication strategies and proactive initiatives that encourage positive employee relations, helping employers lawfully avoid unions.

Immigration For more than 40 years, our Immigration Group has guided employers through the process of obtaining temporary and permanent work authorization for their global workforce. We have served as preferred immigration counsel for a variety of manufacturing companies, including a Fortune 50 manufacturer, for over 15 years. Using Six Sigma Green Belt certifications, the Immigration Group manages the immigration process for clients in the most efficient and cost-effective manner.